



RUSH *gn*

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Access #

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What is the focus of this search? Please include concepts, synonyms etc.

Attach a copy of the abstract, pertinent claims and your East search strategy. Thanks.

- Estimating customer profit, based on use of a device/service,
- and then determining how much to charge a customer for this device/service in % of future customer profits

305-4649

STIC Searcher *John A. Mull*

Date picked up 4-20-2004

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305-5774

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4-21-2004



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S4	616	(FUTURE) (3W) PROFIT? ?
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S10	0	S8 OR S10
S11	26	RD S6 (unique items)

? t11/3,k/all

11/3,K/1 (Item 1 from file: 2)

DIALOG(R) File 2:INSPEC

(c) 2004 Institution of Electrical Engineers. All rts. reserv.

7879561 INSPEC Abstract Number: B2004-04-0170C-016, C2004-04-7170-009

**Title: Sequential product design**

Author(s): Ecer, S.

Author Affiliation: LECG, LLC, Washington, WA, USA

Journal: Netnomics vol.5, no.1 p.33-42

Publisher: Kluwer Academic Publishers,

Publication Date: 2003 Country of Publication: Netherlands

CODEN: NETNFB ISSN: 1385-9587

SICI: 1385-9587(2003)5:1L.33:SPD;1-L

Material Identity Number: H402-2003-002

Language: English

Subfile: B C

Copyright 2004, IEE

...Abstract: price competition, less specific designs may serve to attract more customers, to improve current or future pie of monopoly profits, or to improve the outside option in bargaining game, depending

on the model.

...Descriptors: **pricing** ;

**11/3,K/2 (Item 2 from file: 2)**

DIALOG(R)File 2:INSPEC

(c) 2004 Institution of Electrical Engineers. All rts. reserv.

5990086 INSPEC Abstract Number: C9809-1290D-074

**Title: Monopolist optimum pricing and advertising policies for diffusion models of new product innovations**

Author(s): Mesak, H.I.; Clark, J.W.

Author Affiliation: Coll. of Adm. & Bus., Louisiana Tech. Univ., Ruston, LA, USA

Journal: Optimal Control Applications & Methods vol.19, no.2 p. 111-36

Publisher: Wiley,

Publication Date: March-April 1998 Country of Publication: UK

CODEN: OCAMD5 ISSN: 0143-2087

SICI: 0143-2087(199803/04)19:2L:111:MOPA;1-K

Material Identity Number: 0058-98003

U.S. Copyright Clearance Center Code: 0143-2087/98/020111-26\$17.50

Language: English

Subfile: C

Copyright 1998, IEE

**Title: Monopolist optimum pricing and advertising policies for diffusion models of new product innovations**

...Abstract: qualitatively for the general model and several specific cases. Cost learning effects and discounting of **future profits** are considered, but repeat sales and likely entry of competitors are disregarded. On the empirical...

Identifiers: monopolist optimum **pricing** policies...

... **future profits** ;

**11/3,K/3 (Item 3 from file: 2)**

DIALOG(R)File 2:INSPEC

(c) 2004 Institution of Electrical Engineers. All rts. reserv.

5401698 INSPEC Abstract Number: C9612-1290D-004

**Title: Dynamic pricing in retail gasoline markets**

Author(s): Borenstein, S.; Shepard, A.

Author Affiliation: California Univ., Berkeley, CA, USA

Journal: Rand Journal of Economics vol.27, no.3 p.429-51

Publisher: Rand,

Publication Date: Autumn 1996 Country of Publication: USA

CODEN: RJECEA ISSN: 0741-6261

SICI: 0741-6261(199623)27:3L:429:DPRG;1-8

Material Identity Number: G970-96004

Language: English

Subfile: C

Copyright 1996, IEE

**Title: Dynamic pricing in retail gasoline markets**

Abstract: Supergame models of tacit collusion show that supportable price-cost margins increase with expected **future** collusive **profits** , ceteris paribus. As a result, collusive margins will be larger when demand is expected to...

Search Report from Ginger R. DeMille

Identifiers: dynamic **pricing** ; ...

...expected **future** collusive **profits** ;

11/3,K/4 (Item 4 from file: 2)

DIALOG(R)File 2:INSPEC

(c) 2004 Institution of Electrical Engineers. All rts. reserv.

5381816 INSPEC Abstract Number: C9611-1290D-014

**Title: Incorporating price, advertising and distribution in diffusion models of innovation: some theoretical and empirical results**

Author(s): Mesak, H.I.

Author Affiliation: Dept. of Bus. Anal. & Commun., Louisiana Tech. Univ., Ruston, LA, USA

Journal: Computers & Operations Research vol.23, no.10 p.1007-23

Publisher: Elsevier,

Publication Date: Oct. 1996 Country of Publication: UK

CODEN: CMORAP ISSN: 0305-0548

SICI: 0305-0548(199610)23:10L:1007:IPAD;1-X

Material Identity Number: C175-96008

U.S. Copyright Clearance Center Code: 0305-0548/96/\$15.00+0.00

Language: English

Subfile: C

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...Abstract: for new products. Repeat sales and possible entry of rivals are disregarded but discounting of **future profit** streams and a cost learning curve are allowed. After characterizing optimal policies for a general...

...are reported. The results of the theoretical research show that the qualitative structure of optimal **pricing** policies of earlier univariate diffusion models in the literature remain robust upon the inclusion of...

...Identifiers: **future profit** streams...

...optimal **pricing** policies

11/3,K/5 (Item 5 from file: 2)

DIALOG(R)File 2:INSPEC

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5221146 INSPEC Abstract Number: C9605-1290D-019

**Title: Incorporating price and replacement purchases in new product diffusion models for consumer durables**

Author(s): Mesak, H.I.; Berg, W.D.

Author Affiliation: Coll. of Adm. & Bus., Louisiana Tech. Univ., Ruston, LA, USA

Journal: Decision Sciences vol.26, no.4 p.425-49

Publisher: Decision Sci. Inst,

Publication Date: July-Aug. 1995 Country of Publication: USA

CODEN: DESCDQ ISSN: 0011-7315

SICI: 0011-7315(199507/08)26:4L:425:IPRP;1-L

Material Identity Number: D058-96002

Language: English

Subfile: C

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...Abstract: purchases in new product diffusion models. On the theoretical side, this paper characterizes, qualitatively, optimum **pricing**



policies for new products. Possible entry of rivals is not considered, but repeat sales, cost learning dynamics and discounting of **future profit** streams are allowed. Theoretical research findings suggest that the inclusion of repeat purchases in the diffusion model significantly changes the derived optimal **pricing** policy even if replacements were not price dependent. On the empirical side, alternative first purchase...

...Identifiers: optimal **pricing** policy...

11/3,K/6 (Item 6 from file: 2)

DIALOG(R) File 2:INSPEC

(c) 2004 Institution of Electrical Engineers. All rts. reserv.

03441648 INSPEC Abstract Number: C89053198

**Title: A search model of optimal pricing and production**

Author(s): Alpern, S.; Snower, D.J.

Author Affiliation: London Sch. of Econ., UK

Journal: Engineering Costs and Production Economics vol.15 p.279-84

Publication Date: May 1989 Country of Publication: Netherlands

CODEN: ECPED E ISSN: 0167-188X

U.S. Copyright Clearance Center Code: 0167-188X/88/\$03.50

Conference Title: Fourth International Symposium on Inventories

Conference Date: 25-29 Aug. 1986 Conference Location: Budapest, Hungary

Language: English

Subfile: C

**Title: A search model of optimal pricing and production**

Abstract: The optimal **pricing** problem is approached from a point of view that incorporates the idea that the firm learns about its demand curve through its **pricing**, production and inventory holding decisions. With this in mind, a methodology is outlined based on...

... and thereby reducing its chances of holding inventories; on the other, it can expect more **future profit** by increasing production, increasing its chances of holding inventories, and thereby increasing its chances of

...

...Identifiers: optimal **pricing** ;

11/3,K/7 (Item 7 from file: 2)

DIALOG(R) File 2:INSPEC

(c) 2004 Institution of Electrical Engineers. All rts. reserv.

02181935 INSPEC Abstract Number: D84000253

**Title: Weigh affordability vs. profitability to price EFT products, services**

Author(s): Jaffe, M.O.

Journal: Bank Systems & Equipment vol.20, no.12 p.71-5

Publication Date: Dec. 1983 Country of Publication: USA

CODEN: BSEQD6 ISSN: 0146-0900

Language: English

Subfile: D

Abstract: **Pricing** any bank product is a risky process: to develop a product, target it for the...

...time needed to develop a retail or corporate customer base that uses the services, make **pricing** difficult, and even haphazard at times. Bankers want to charge enough for the service to...

... but may choose to charge little, if anything, to encourage the higher volume needed for **future profits** . The banks must make electronic services cheaper for customers to consider changing to them, even...

...Identifiers: **pricing**

11/3,K/8 (Item 8 from file: 2)

DIALOG(R)File 2:INSPEC

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01457641 INSPEC Abstract Number: C80003952

**Title: Stochastic control of competition through prices**

Author(s): Deshmukh, S.D.; Winston, W.

Author Affiliation: Northwestern Univ., Evanston, IL, USA

Journal: Operations Research vol.27, no.3 p.583-94

Publication Date: May-June 1979 Country of Publication: USA

CODEN: OPREAI ISSN: 0030-364X

Language: English

Subfile: C

...Abstract: rate of arrival of new firms into the industry. Therefore, the firm's optimal dynamic **pricing** strategy must balance the increased current profits from setting a high price against the expected dilution of **future profits** due to additional competition. The authors provide a continuous-time Markov decision model and characterize...

...Identifiers: dynamic **pricing** strategy...

11/3,K/9 (Item 1 from file: 35)

DIALOG(R)File 35:Dissertation Abs Online

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01782995 ORDER NO: AADAA-I9992840

**Moral hazard and adverse selection in the economics of health care: Three essays**

Author: Koc, Cagatay

Degree: Ph.D.

Year: 2000

Corporate Source/Institution: The University of Texas at Austin (0227)

Source: VOLUME 61/11-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 4474. 158 PAGES

ISBN: 0-493-01023-8

...threat of exclusion in future periods. The model suggests that sponsors exploit an entrant's **pricing** behavior which makes an incumbent a constrained local monopolist in the **future** , implying positive expected **profits** .

The third chapter argues that an increase in the price of health care produces two...

11/3,K/10 (Item 2 from file: 35)

DIALOG(R)File 35:Dissertation Abs Online

(c) 2004 ProQuest Info&Learning. All rts. reserv.

01767363 ORDER NO: AADAA-I9986497

**Real options in energy markets: Analysis and computation**

Author: Romine, Bradley Ralph

Degree: Ph.D.

Search Report from Ginger R. DeMille

Year: 2000  
Corporate Source/Institution: Stanford University (0212)  
Source: VOLUME 61/09-B OF DISSERTATION ABSTRACTS INTERNATIONAL.  
PAGE 4959. 108 PAGES  
ISBN: 0-599-93041-1

...important characteristics in varying degrees. First, the uncertainty in energy prices can drastically affect the **future profits** from an asset. The best one can do is to assess the probabilities of outcomes...

...the operation and valuation of assets. Real options incorporates the technology and concepts developed for **pricing** financial derivatives. Information from financial markets enables the rigorous analysis of complex decisions in uncertain...

11/3,K/11 (Item 3 from file: 35)  
DIALOG(R)File 35:Dissertation Abs Online  
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01753024 ORDER NO: AADAA-I9978083  
**Two essays: "Trading-up" and "trading-in" durable goods: Version and competitive upgrades in the software industry, and, Do switching costs make markets more or less competitive? The case of 800-number portability**  
Author: Viard, Victor Brian  
Degree: Ph.D.  
Year: 2000  
Corporate Source/Institution: The University of Chicago (0330)  
Source: VOLUME 61/07-A OF DISSERTATION ABSTRACTS INTERNATIONAL.  
PAGE 2840. 200 PAGES  
ISBN: 0-599-84389-6

...one I develop and test a theoretical model that explains important empirical facts about the **pricing** and use of PC software upgrades. I model duopolists offering successive generations of a differentiated...

...employ an overlapping generations model with infinite-lived firms which better reflects the effect of **future profits** on current decisions.

My model explains important features of the PC software industry. First, software...  
...all consumers. Theoretical models provide an ambiguous answer due to two opposing incentives in firms' **pricing** decisions. The firm would like to charge a higher price to previous purchasers who are...

11/3,K/12 (Item 4 from file: 35)  
DIALOG(R)File 35:Dissertation Abs Online  
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01353022 ORDER NO: AAD94-15308  
**ACTIVITY IN THE FORWARD MARKET: THE FIRM AND FOREIGN EXCHANGE RISK (HEDGING)**  
Author: ELLIS, STEFFANY GARRETT  
Degree: PH.D.  
Year: 1993  
Corporate Source/Institution: THE UNIVERSITY OF NORTH CAROLINA AT CHAPEL HILL (0153)  
Source: VOLUME 54/12-A OF DISSERTATION ABSTRACTS INTERNATIONAL.  
PAGE 4524. 197 PAGES

...to hedge foreign exchange risk. The exporter, facing a monopolistically competitive foreign market, must choose **pricing**, invoicing, and hedging strategies so as to maximize the present value of the stream of expected **future profits** subject to a customer-flow constraint. Both the exporter and the importer (the customer) are...

11/3,K/13 (Item 5 from file: 35)

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01274423 ORDER NO: AAD93-03751

**TOPICS ON MULTIMARKET SIGNALING OF PRODUCT QUALITY (QUALITY SIGNALING)**

Author: HUANG, HENGCHIANG

Degree: PH.D.

Year: 1992

Corporate Source/Institution: THE UNIVERSITY OF MICHIGAN (0127)

Source: VOLUME 53/10-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 3599. 208 PAGES

...1) product costs; (2) the quality levels; (3) the management's inherent discount factor for **future profit** streams; (4) the proportion of consumers observing the signals; (5) the fraction of initially informed ...

...and (7) consumer taste for quality. Exploration of these relationships reveals useful insights on firms' **pricing** and advertising behavior.

Due to possible market constraints on price and advertising, a phenomenon made...

11/3,K/14 (Item 6 from file: 35)

DIALOG(R)File 35:Dissertation Abs Online

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01188998 ORDER NO: AAD80-29745

**AN ECONOMIC ANALYSIS OF THE AUDITOR-CLIENT CONTRACTUAL RELATIONSHIP**

Author: DEANGELO, LINDA ELIZABETH

Degree: PH.D.

Year: 1980

Corporate Source/Institution: UNIVERSITY OF WASHINGTON (0250)

Source: VOLUME 41/07-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 3159. 212 PAGES

...of the auditor-client contractual relationship. It provides a theory which potentially explains the equilibrium **pricing** of audit services, auditor concentration, and the length of the auditor-client relationship in response...

...quality. One such investment is the auditor's specialized assets. These are the value of **future economic profit** which the auditor can capture due to learning-by-doing and positive transactions costs of...

...total production costs in future periods. Competition among auditors in the current period for this **future profit** implies "low-balling" on initial audit engagements, (i.e., lowering current fees below current costs ...

...clients serves as a "collateral bond" to guarantee audit quality. This

quality guaranteeing function of **future** economic **profit** from other clients has not been previously recognized in the auditing literature, and is an...

11/3,K/15 (Item 7 from file: 35)  
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1065966 ORDER NO: AAD89-12846  
**THE EFFECTS OF DIFFERENTIAL REGULATION: THE CASE OF COMPETITIVE COMMON CARRIER AND LONG-DISTANCE TELECOMMUNICATIONS**  
Author: HYDE, LAUREL CLARK  
Degree: PH.D.  
Year: 1989  
Corporate Source/Institution: UNIVERSITY OF CALIFORNIA, LOS ANGELES (0031)  
Source: VOLUME 50/04-A OF DISSERTATION ABSTRACTS INTERNATIONAL.  
PAGE 1028. 190 PAGES

...the policy change upon AT&T and the major Other Common Carriers. The Capital Asset **Pricing** Model (CAPM), financial, and other data are used to measure the effects of the regulatory...

...returns associated with the Competitive Carrier events. The abnormal returns show the expected changes in **future** firm **profits** because of the regulatory change. Financial data examined includes revenue, profit, volume, market share, price...

11/3,K/16 (Item 8 from file: 35)  
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1057082 ORDER NO: AAD89-08090  
**PRODUCT DIFFERENTIATION AND COLLUSIVE BEHAVIOR**  
Author: CHANG, MYONG-HUN  
Degree: PH.D.  
Year: 1988  
Corporate Source/Institution: THE JOHNS HOPKINS UNIVERSITY (0098)  
Source: VOLUME 50/01-A OF DISSERTATION ABSTRACTS INTERNATIONAL.  
PAGE 224. 150 PAGES

...a differentiated products industry, firms offering similar products have a strong incentive to coordinate their **pricing** decisions in order to avoid severe price competition. However, the temptation to defect from the ...

...game (stage 2). In this setting, we find that firms with a high valuation of **future profits** differentiate their products only moderately so as to capture local monopoly power in each segmented...

...collusive outcome is sustained as a closed-loop subgame perfect equilibrium if firms sufficiently value **future profits**. Furthermore, it is found that flexible product relocation makes collusion more difficult because it reduces...

11/3,K/17 (Item 9 from file: 35)  
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0990239 ORDER NO: AAD88-09653

**TRADING BEHAVIOR IN THE FOREIGN EXCHANGE MARKET**

Author: KAUFFMANN, BARBARA

Degree: PH.D.

Year: 1987

Corporate Source/Institution: THE UNIVERSITY OF FLORIDA (0070)

Source: VOLUME 49/04-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 0912. 94 PAGES

...exposed to randomness in both the customer and the interdealer markets, follow time-invariant, optimal **pricing** and trading strategies. These strategies assign to each combination of dealer inventories those rates and orders, which maximize the expected present value of the dealers' current and **future profits**. They consider the competitors' optimal behavior and the fact that each dealer's decision-making...

...only indirectly related over price competition. In an infinite-horizon framework each dealer's optimal **pricing** strategy is derived and a noncooperative Nash equilibrium is found for the market as a...

...exchange rate. The noncooperative Nash equilibrium for this model, which consists of both dealers' optimal **pricing** and ordering strategies, is also derived. A one-period horizon version of this infinite-horizon model is presented to interpret outcomes. As before, each dealer's optimal **pricing** strategy is negatively related to both dealers' inventories. Furthermore, an inverse relationship between a dealer...

11/3,K/18 (Item 10 from file: 35)

DIALOG(R)File 35:Dissertation Abs Online

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919518 ORDER NO: AAD86-14003

**THE ACQUISITION OF FINANCING AND OPTION PRICING THEORY**

Author: MACMILLAN, LIONEL WALTER

Degree: PH.D.

Year: 1986

Corporate Source/Institution: ARIZONA STATE UNIVERSITY (0010)

Source: VOLUME 47/04-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 1429. 96 PAGES

**THE ACQUISITION OF FINANCING AND OPTION PRICING THEORY**

...study presents three papers dealing with different aspects of the relation between financing and option **pricing** theory. The method is theoretical. The three papers deal with different problems, but have a unity of theme in their concern with financing, using the tools and ideas of option **pricing** theory.

The first paper deals with the valuation of a project for which financing is...

...of foregone projects, as the amount of the commitment increases. A natural connection with option **pricing** emerges from the theory. The results have applicability to the liquidity problem banks face in...

...financing can be obtained in the form of deposits. Current deposit acquisition decisions will affect **future profits**. The third paper presents a view of **future profits** as the payoff on an option, and

derives a criterion for the optimal level of...

11/3,K/19 (Item 11 from file: 35)

DIALOG(R)File 35:Dissertation Abs Online

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909278 ORDER NO: AAD86-02211

**OPTIMAL PRICING STRATEGIES: THE ROLE OF SHARE EFFECTS NEW CUSTOMER ENTRY AND BRAND SWITCHING (OPTIMAL CONTROL)**

Author: DIERICKX, INGEMAR ERNEST

Degree: PH.D.

Year: 1985

Corporate Source/Institution: HARVARD UNIVERSITY (0084)

Source: VOLUME 47/01-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 270. 199 PAGES

**OPTIMAL PRICING STRATEGIES: THE ROLE OF SHARE EFFECTS NEW CUSTOMER ENTRY AND BRAND SWITCHING (OPTIMAL CONTROL)**

The object of this study is to determine optimal **pricing** strategies and corresponding share trajectories for a dominant firm D facing competition from a competitive...

...optimal control theory. The dominant firm is assumed to maximize the net present value of **future profits**. The time horizon is free, and is chosen optimally by D. An equation of motion...

...preference for the "industry standard", etc.), negative (congestion), or zero (as assumed in earlier dynamic **pricing** models).

Two different models are developed. The first assumes that brand switching can be ignored...

...price-share trajectories is derived. A qualitative characterization of a number of generic strategies (penetration **pricing**, partial harvesting, limit **pricing** and exit) is obtained, as well as a set of conditions on the parameter values...

...trajectories in a number of cases. Parallels are drawn with models by Gaskins (Dynamic Limit **Pricing**) and Schelling (Hockey Helmets, Daylight Saving, and other Binary Choices).

Results highlight the importance of...

...purchases by new customers vs. brand switching by repeat customers in the formulation of optimal **pricing** strategies for the dominant firm.

...

11/3,K/20 (Item 12 from file: 35)

DIALOG(R)File 35:Dissertation Abs Online

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845247 ORDER NO: AAD84-10516

**COOPERATIVE AND NON-COOPERATIVE DISCRETE DIFFERENTIAL MODELS OF OIL PRICING AND THE OPEC CARTEL**

Author: AHMADIAN, MAJID

Degree: PH.D.

Year: 1984

Corporate Source/Institution: STATE UNIVERSITY OF NEW YORK AT BUFFALO (0656)

Source: VOLUME 45/03-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

**COOPERATIVE AND NON-COOPERATIVE DISCRETE DIFFERENTIAL MODELS OF OIL PRICING AND THE OPEC CARTEL**

...from the bargaining process; while, in the NCDDMs it is the present value of the **future profit** streams. Cost functions of the models are assumed to be a function of the past...

11/3,K/21 (Item 13 from file: 35)

DIALOG(R)File 35:Dissertation Abs Online

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819707 ORDER NO: NOT AVAILABLE FROM UNIVERSITY MICROFILMS INT'L.

**IMPERFECT COMPETITION, PRICE ADJUSTMENT COSTS, AND THE PHILLIPS CURVE**

Author: NAISH, HOWARD FITZROY

Degree: PH.D.

Year: 1983

Corporate Source/Institution: UNIVERSITY OF SOUTHERN CALIFORNIA (0208)

Source: VOLUME 44/05-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 1528.

...adjust.

The thesis is divided into two main parts; a micro section, which investigates the **pricing** decisions of the individual firm, and a macro section, which extends the analysis to an...

...of prices, and intervals between price changes, so as to maximize the present value of **future profits**. This choice allows one to derive a relationship between the firm's output and the...

11/3,K/22 (Item 14 from file: 35)

DIALOG(R)File 35:Dissertation Abs Online

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773047 ORDER NO: AAD82-06557

**THE TREASURY BILL AND GNMA FUTURES MARKETS: AN ANALYSIS OF MARKET EFFICIENCY**

Author: MEEHAN, JOHN JOSEPH, JR.

Degree: PH.D.

Year: 1981

Corporate Source/Institution: NEW YORK UNIVERSITY, GRADUATE SCHOOL OF BUSINESS ADMINISTRATION (0868)

Source: VOLUME 42/10-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 4512. 191 PAGES

This thesis deals with the efficiency of **pricing** in the Treasury Bill and GNMA futures markets. The objectives of this investigation are threefold: first, to determine whether arbitragers can profit by exploiting any inefficiencies in the **pricing** of futures contracts; second, to determine whether **pricing** has become more efficient with the passage of time; and third, to determine whether the...

...long (short) in the cash market is matched with a short (long) position in the **future** contract. If **profits** exist, a further test is performed to determine if they persist by delaying execution of...



Search Report from Ginger R. DeMille

11/3,K/23 (Item 1 from file: 583)

DIALOG(R)File 583:Gale Group Globalbase(TM)  
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09641009

E partito il road show del tesoro per presentare agli investitori l'\

Italy: Lotto and Superenalotto bonds to be issued

Milano Finanza (XRC) 22 Nov 2001 Online

Language: ITALIAN

... Superenalotto case represents a turning point for the Italian Treasury, as the first privatisation of **future profits** providing for asset backed securities worth EUR 3bn. Dario Scannapieco, a representative of the Treasury...

... bonds will be listed on the Luxembourg Stock Exchange, and will be guaranteed by the **future profits** from Lotto and Superenalotto games over the next four years. It has been calculated that...

... s and Fitch, respectively reaching a term on 6 December 2002, 2003 and 2004. The **pricing** of the bonds will be determined over the next fortnight, with the coupon paying a...

11/3,K/24 (Item 2 from file: 583)

DIALOG(R)File 583:Gale Group Globalbase(TM)  
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06653004

House insurance set to rise

UK: LOSSES WILL HIT HOUSEHOLD INSURANCE PRICES

Daily Mail (DML) 08 Jul 1998 p.56

Language: ENGLISH

... Woodrow, the <UK> insurance consultancy, the losses have also been fuelled by some under competitive **pricing** with insurers banking on **future profits**, and leading UK household insurance companies such as Royal & SunAlliance, CGU (the merged Commercial Union...

11/3,K/25 (Item 3 from file: 583)

DIALOG(R)File 583:Gale Group Globalbase(TM)  
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05999662

KMB seeks road **pricing** to save traffic-jam cost

HONG KONG: CALL FOR ELECTRONIC ROAD **PRICING**

South China Morning Post (XKT) 09 Jun 1994 p.6

Language: ENGLISH

KMB seeks road **pricing** to save traffic-jam cost

HONG KONG: CALL FOR ELECTRONIC ROAD **PRICING**

In Hong Kong, Kowloon Motor Bus (KMB) is calling for the introduction of electronic road **pricing** to keep the roads moving. John Chan Cho-chak said that KMB was losing more...

... of the jams. The government has to bring in new measures such as electronic road **pricing** to solve the problem. Company chairman Woo Pak-chuen said that the firm's **future profit** growth from its franchised

Search Report from Ginger R. DeMille

bus operation will be difficult to sustain as the profit scheme...

**11/3,K/26 (Item 4 from file: 583)**

DIALOG(R)File 583:Gale Group Globalbase(TM)

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05750028

Smurfit's **future profits** depend on imposing US price increase

US - JSC SEEKS TO INCREASE LINERBOARD PRICES

Sunday Business Post (SBP) 14 March 1993 p19

Smurfit's **future profits** depend on imposing US price increase

EVENT: PRODUCT **PRICING**

?

# Search Report from Ginger R. DeMille

? show files;ds

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Set	Items	Description
S1	176625	(ESTIMAT? OR CALCULAT? OR DETERMIN? OR ANALYS? OR ANALYZ? - OR COMPUTE OR COMPUTING OR COMPUTES OR COMPUTED) (5N) (PROFIT? - ?)
S2	2136361	PRICING OR (DETERMIN? OR DECID? OR CALCULAT?) (3W) (CHARGE OR PRICE)
S3	28852	(FUTURE) (3W) PROFIT? ?
S4	634660	(USE OR USAGE OR CONSUMPTION OR USING) (2W) (DEVICE OR SERVICE OR ENERGY OR EQUIPMENT OR COMPUTER OR DATABASE OR UTILITIES OR ELECTRICITY OR GAS) OR (ENERGY OR EQUIPMENT OR COMPUTER OR DATABASE OR UTILITIES OR ELECTRICITY OR GAS) () (USE ...
S5	24	S1 AND S2 AND S3 AND S4
S6	0	S1(S) S2(S) S3(S) S4
S7	0	S1(3S) S2(3S) S3(3S) S4
S8	40	S1(2S) S2(2S) S4
S9	64	S5 OR S8
S10	61	S1(2S) S2(2S) S3
S11	123	S9 OR S10
S12	96	RD (unique items)
S13	59	S12 NOT PY>2000
S14	59	RD (unique items)

? t14/3,k/all

14/3,K/1 (Item 1 from file: 15)

DIALOG(R) File 15:ABI/Inform(R)

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02429350 115922803

Virtual organisations: new lamps for old

121-Apr-0411:42 AM

Walters, David  
Management Decision v38n6 PP: 420 2000  
ISSN: 0025-1747 JRNL CODE: MGD  
WORD COUNT: 9060

...TEXT: homogeneous product manufacturers apply technology (automated processes) which increase fixed costs but lower unit costs; **pricing** is used to expand volume still further. Product life cycles are long, and maintained that... change, rather than an effort to control it. This strategy is based on flexible multi- **use equipment** (technology management); skilled workers (knowledge management); and the creation, through politics of an industrial community...technology and R and D are essential strategic features (see Figure 7).

The new technologies **use computer** -based techniques to manufacture (within a predetermined envelope of variety) a range of products without... variations of revenue and profit distribution. They use it to provide an approach to mapping **profit** pools:

- Define the pool. **Determine** which value chain activities influence the organisation's ability to generate **profits**, now and in the future.
- **Determine** the size of the pool. Develop a baseline **estimate** of the cumulative **profits** generated by all **profit** pool activities.
- **Determine** the distribution of **profits**. Develop **estimates** of the **profits** generated by individual activities.
- Reconcile the estimates. Compare the outputs of steps two and three...

... be used to identify profit trends and to create an awareness of the implications of **future** structural shifts. The **profit** pool approach does explain why a number of the large automotive manufacturers are questioning their...

14/3,K/2 (Item 2 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
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02023808 53883442

**Valuing business goodwill loss in eminent domain cases**

Trout, Robert R  
Appraisal Journal v68n2 PP: 171-179 Apr 2000  
ISSN: 0003-7087 JRNL CODE: APJ  
WORD COUNT: 4463

...TEXT: but not always identical with, a loss of business profits. Past profits and expectation of **future profits** primarily **determine** total business value, and therefore determine business goodwill.

The value of business goodwill can be...necessary. Another popular method for estimating a discount rate is to use the Capital Asset **Pricing** Model (CAPM). This model was developed through the influence and work of several Nobel-prize...compared with the actual deposit levels in Figure 2. Once the loss of deposits was **determined**, **profits** and reduced business goodwill value were estimated using standard financial accounting and valuation tools.

The... pre-tax revenues amounted to \$298,000. The second method for estimating lost revenues involved **using** gallons of **gas** sold as the

dependent variable in a statistical time-series model. The estimated lost gallons...

**14/3,K/3 (Item 3 from file: 15)**

DIALOG(R) File 15:ABI/Inform(R)

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01957836 45456417

**The bank merger movement: Efficiency, stability and competitive policy concerns**

Hanweck, Gerald A; Shull, Bernard

Antitrust Bulletin v44n2 PP: 251-284 Summer 1999

ISSN: 0003-603X JRNL CODE: ANB

WORD COUNT: 9347

...TEXT: of whom have long been the largest banks in local markets.

Models of dynamic limit **pricing** and price-leadership indicate that dominant firms with cost advantages and lower rates of discount...

...They also indicate a tradeoff between market share of the dominant firms and their discounted **future profits**, with a **determinant** optimal maximum market share of less than 100 percent. In banking, TBTF status constitutes a...

**14/3,K/4 (Item 4 from file: 15)**

DIALOG(R) File 15:ABI/Inform(R)

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01805208 04-56199

**Limiting patentees' market power without reducing innovation incentives: The perverse benefits of uncertainty and non-injunctive remedies**

Ayres, Ian; Klemperer, Paul

Michigan Law Review v97n4 PP: 985-1033 Feb 1999

ISSN: 0026-2234 JRNL CODE: MLW

WORD COUNT: 20501

...TEXT: because the patentee receives the same expected return, but the social inefficiency of supra-competitive **pricing** is reduced by more than 30%. The righthand column of Table 1- depicting the "Ratio...

... a probabilistic patent regime that lengthened the patent's duration sufficiently to keep the expected **profits** constant.<sup>40</sup> This **analysis** resonates with Louis Kaplow's proposed standard for judging whether compensating increases in patent duration...

... reduces patentee profits, that increasing the patent length can compensate the patentee for reduced interim **pricing** and still leave extra surplus for consumers. This result holds not just for linear demand... duration to compensate the patent holder for lower profits per period. First, the discounting of **future profits** limits the ability of lawmakers to sufficiently lengthen the duration in order to hold the...

**14/3,K/5 (Item 5 from file: 15)**

DIALOG(R) File 15:ABI/Inform(R)

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01708646 03-59636

**Lao: A new item on the agenda?**

Fisher, John; Mumby, Van

International Tax Review v9n8 PP: 64-66 Sep 1998

ISSN: 0958-7594 JRNL CODE: ITR

WORD COUNT: 1649

...TEXT: patents and equipment. The local investors may provide capital in foreign currency, natural resources, land **use** and **equipment** ; and

\* wholly foreign-owned enterprise - the foreign party has control over the management and operations...

... no reference to the profits tax treatment of foreign exchange differences or costs of financing.

**Profits** tax is **determined** on a calendar year basis and is generally payable quarterly in advance with finalization ...of the first year). Any profits tax overpaid can be carried forward for deduction against **future profits** tax liabilities. There is no provision in the tax law for a refund of profits...

... the Tax Law or Decree that address capital gains, corporate residency, source, thin capitalization, transfer **pricing** or permanent establishment. There are no provisions that would subject to tax a foreign company...

**14/3,K/6 (Item 6 from file: 15)**

DIALOG(R)File 15:ABI/Inform(R)

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01565417 02-16406

**Cyberspace transactions present interesting international, state and local tax issues**

Levey, Marc M; O Donnell, Thomas A; Powers, J Pat

Tax Executive v49n6 PP: 476-486 Nov/Dec 1997

ISSN: 0040-0025 JRNL CODE: TXE

WORD COUNT: 9787

...TEXT: considering the source) would be a substantial change in U.S. tax jurisdiction concepts. Transfer **Pricing** Although the previously discussed substantive international tax issues for Cyberspace can be difficult and raise significant ambiguities, transfer **pricing** issues become even more unwieldy in the context of electronic commerce and the globalization it permits. The starting point for intercompany **pricing** purposes is determining the proper characterization of the transaction. In the United States, that characterization will dictate which set of transfer **pricing** methods is available -- those covering sales of tangible or intangible property, the licensing of intangible...

... that may be purchased through, or downloaded from, the Web site or establishing fees for **database usage** . Complexity, however, arises with global banking, telecommunications, or technology projects where global collaboration functions to...

... and engineering projects are carried out by laboratories around the world.

The goal of transfer **pricing** in these cases is to allocate the income from the end product of the collective effort to the individual legal entities involved. Under basic transfer **pricing** tax and economic

principles, this allocation must be commensurate with the functions performed, risks taken...

...process.

As evidenced in the area of global trading in the financial industry, traditional transfer **pricing** rules do not lend themselves to practical application and implementation in these cases. Recognizing this...

...profitability, those factors must be incorporated into the formula or separately compensated prior to any **profit-split analysis**. Aside from Notice 94-40, the IRS publicly announced any conclusions regarding appropriate allocations among...

...on additional types of transactions, or make public at least the general concepts underlying Advanced **Pricing** Agreements that have been reached with taxpayers on those matters. Meanwhile, taxpayers will be left...

**14/3,K/7 (Item 7 from file: 15)**

DIALOG(R)File 15:ABI/Inform(R)

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01246174 98-95569

**Finance from a new perspective**

Haugen, Robert A

Financial Management v25n1 PP: 86-97 Spring 1996

ISSN: 0046-3892 JRNL CODE: FMG

WORD COUNT: 8247

...TEXT: the third camp believe that the premiums are the product of imprecision and bias in **pricing**. Consider stocks with differential potentials for earning abnormal profit. Define True Abnormal **Profit** (TAP) as the best **estimate** of the amount and duration of a firm's **future** abnormal **profit**. Define Priced Abnormal Profit (PAP) as the amount and duration of abnormal profit reflected in...

...prices are assigned to firms with different TAPs. However, if the market is merely imprecise, **pricing** errors do not tend to be correlated with the level of TAP. Suppose, however, the...

...the winners and losers of the past, but they fail to catch on to their **pricing** bias because they monitor relative performance over relatively short time horizons.

I. The New Evidence...

**14/3,K/8 (Item 8 from file: 15)**

DIALOG(R)File 15:ABI/Inform(R)

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01243542 98-92937

**The investment process for international construction projects**

Khazanet, V L

Cost Engineering v38n7 PP: 38-44 Jul 1996

ISSN: 0274-9696 JRNL CODE: ACO

WORD COUNT: 4981

...TEXT: generates the physical numbers; it also can show that some of the main components that **determine future profit** are insufficient. Primarily, investment development can be headed in the following

directions.

Investment development follows... includes investments of national importance, such as the conversion of military production/sites to civilian use , energy , logistics, environmental protection, etc.

Investments to expand existing facilities-the sources could be both internal...process;

an imbalance of financial benefits leads to a loss of loyalty between parties;

the pricing of the project is unjustifiably high; and

opposition among environmental and civilian groups is caused...

14/3,K/9 (Item 9 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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01158177 98-07572

**A modeling approach to evaluating strategic uses of information technology**

Post, Gerald V; Kagan, Albert; Lau, Kin-Nam

Journal of Management Information Systems: JMI v12n2 PP: 161-187 Fall 1995

ISSN: 0742-1222 JRNL CODE: JMI

WORD COUNT: 11414

...TEXT: concentrate on situations where the benefits arise From increased sales instead of reduced operating costs.

### **Profits**

**Profits** are **calculated** on the basis of the balance sheet of a given bank. The primary effect of...

...additional term in equation(13), where fees =  $\pi N M \text{ sub } i(t)$ .

Note that **profits** must be **computed** for each time period. As pointed out by Clemons [6], and reiterated by many others...function would change when technology is implemented. In other words, the model would require two **profit** functions: (1)the **calculation** of current **profits** , and (2) a formula to **calculate profits** (and costs) if the entire production process is changed.

Operating costs can also be included...

... is that relying on cost-benefit studies is not sufficient. The value of the technology ( **future profit** stream) and implementation time change considerably when considering the strategic effects. This method provides a ...1-7,

12. Grimm, K.L., and Balto, D.A. How the antitrust laws limit **pricing** policies of shared ATM networks. Banking Law Review, 4, 3 (March 1992), 15-24.

13...

...16, 4 (November 1984), 576-712.



35. Saunders, K.A. Automation revolution: how banks are **using** high-tech **equipment** to deliver service and enhance sales. Bank Marketing, 14, 5 (May 1992), 34-37.

36...earlier. At each time-pair,

- a. Evaluate the switching probabilities.
  - b. Compute market shares.
  - c. **Compute** present value of costs and **profits** .
  - d. Maintain dynamic profiles of capital and market shares.
3. Use Nash equilibrium (or alternative...

14/3,K/10 (Item 10 from file: 15)

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01154879 98-04274

**Hospitality and tourism: International industries experiencing common problems**

Ingram, Hady

International Journal of Contemporary Hospitality Management v7n7 PP: 44-54 1995

ISSN: 0959-6119 JRNL CODE: IJH

WORD COUNT: 4488

...TEXT: role of technology in supporting the finance function. He proposes an approach to financial planning **using** **computer** spreadsheets and suggests that these spreadsheet models need not be large or complex, yet provide...

... design principles may be applied to financial planning and control situations such as cost-volume- **profit analysis** , food and beverage budgeting, flexible budgetary control, comparative analysis, stock control, credit management, cash forecasting, menu engineering, **profit** sensitivity **analysis** , **pricing** decisions and so on.

Jeffrey and Hubbard[47] explore the use of hotel occupancy as...

...analytical rigour and organizational performance. Financial analysis and decision making can be improved by the **use** of **computer** technology, but there appears to be a consensus of agreement between the hospitality industry and...

14/3,K/11 (Item 11 from file: 15)

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01004028 96-53421

**Privatisation and capital markets in OECD countries**

Anonymous

Financial Market Trends (France) n60 PP: 13-29 Feb 1995

ISSN: 0378-651X JRNL CODE: FMT

WORD COUNT: 5685

...TEXT: the links to government have been cleanly severed than for those with some remaining links.

**Pricing** and valuation are important tasks. A provisional balance sheet for the new company must be...

... going concern, accountants for both the company and the government will normally make projections of **future** earnings and **profits** to arrive at **estimates** of dividend yields, price earning ratios and discounted cash flows. Prices in recent comparable sales...

14/3,K/12 (Item 12 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
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00947823 95-97215

**Accounting tools really can help: Product profitability analysis**

Laing, Eric

Management Accounting-London v72n9 PP: 50-51 Oct 1994

ISSN: 0025-1682 JRNL CODE: MAC

WORD COUNT: 1471

...TEXT: weekend away'. For example, one graph (see Figure 1, which uses dummy figures) showed the **estimated** trading **profit** as a percentage of sales for each product group at maximum, minimum and budget volumes...

... of service cost centres could be seen. So if a product seemed to make excessive **use** of a **service** cost centre, the specific cause could be identified. In this way hidden costs were exposed...

... a production cost centre made of the various service cost centres was visible. Thus the **pricing** of a potential new job could be done with more precision and confidence.

It is...

14/3,K/13 (Item 13 from file: 15)  
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00941324 95-90716

**Database husbandry**

Hise, Phaedra

Inc. v16n13 (Technology Supplement) PP: 100 1994

ISSN: 0162-8968 JRNL CODE: INO

WORD COUNT: 469

...TEXT: system makes that much easier. "No matter which service customers pull out, I'm profitable."

**Using** a **database** of previous jobs as a guideline, Pro Care establishes a budget before bidding on a...

... grounds). Once that job is done, its costs are entered into the database, and Rolsky **calculates** his expenses and his **profit**. To boost margins when that customer calls for repeat service, Rolsky may send fewer workers...

...as I remind myself to delegate, since that's why I bought the system."

PROBLEM: **Pricing** jobs accurately

SOLUTION: A customizable software package with a relational database

PAYOFF: Lower prices and...

14/3,K/14 (Item 14 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
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00937001 95-86393

**Making sense of the profits of foreign firms in the United States**

Laster, David S; McCauley, Robert N

Federal Reserve Bank of New York Quarterly Review v19n2 PP: 44-75  
Summer/Fall 1994

ISSN: 0147-6580 JRNL CODE: FNY

WORD COUNT: 13887

...ABSTRACT: prices, heavy debt, and a rise in post-acquisition operating expenses. High leverage and transfer **pricing** have also contributed to the low US profits of foreign firms. It is suggested that...

...TEXT: subdued pace of such acquisitions in the 1990s points to higher returns in the near **future**. Improved **profits** of foreign firms should narrow the internal or fiscal deficit but widen the external, current...is just shy of an estimate of \$4.0 billion derived by a parallel calculation using Internal Revenue **Service** data on net interest paid in relation to sales by "foreign-controlled" and "other domestic...serves the same goal of keeping prices to U.S. consumers competitive. In short, the **pricing** strategies of multinational firm, at least in autos, have offset the weakening of the dollar...firms burden their U.S. operations with more than their fair share of debt.

**TRANSFER PRICING**

The second method of shifting profits, transfer **pricing**, may help explain why foreign firms report lower profits than domestic firms. But it cannot ...

... of foreign firms declined in the 1980s, a trend better explained by acquisition activity. Transfer **pricing** could only help to account for developments in the 1980s if the U.S. tax...mix and vintage of industries across countries. We now consider another approach to the transfer **pricing** question that focuses not on country-specific incentives to shift income, but on industry-specific...

...parent group. Such extensive intrafirm international trade suggests that modest deviations from arm's-length **pricing** could succeed in shifting substantial income abroad. Indeed, merchandise trade issues account for 75 percent...

... Accordingly, we investigate whether a larger opportunity to manipulate prices is associated with weaker reported **profits** in the United States.

An **analysis** of nineteen major manufacturing industries for the period 1977-92 shows that industries in which...

...propensities and exchange rate effects (Appendix II).(27)

How big might profit shifting through the **pricing** of imports from related parties be? The relationship between profitability and imports from parents

across...

... manufacturing affiliates of foreign firms imported \$33.2 billion from their parents in 1990, transfer **pricing** could reduce profits by as much as \$8.0 billion. By this calculation, transfer **pricing** in manufacturing might account for a quarter of the 32 billion profit gap (Chart 1...

... profits of foreign firms in the United States and those of domestic firms. Possible transfer **pricing** accounts for about a fourth of the gap. The exchange rate effect is negligible.

The...

... assets acquired in the previous three years. RECENCY captures a variety of influences: acquisition, selection, **pricing**, post-acquisition expenses, and eventual attrition. These acquisition-related influences are more clearly distinguished from...

... consistent with the bivariate analysis. Both regressions sharply downplay the role of leverage. Possible transfer **pricing** now explains only a fifth of the gap. The impact of the dollar was ambiguous... profits in the United States. And firms with greater opportunities to transfer profits through the **pricing** of imports from their U.S. affiliates show weaker profits.

Our interpretation suggests that the...  
...94).(31)

Questions have been raised about foreign firms' use of excessive debt or transfer **pricing** to reduce their U.S. operations' reported profits. But informed observers would agree that in... four factors: the recency of acquisition of U.S. operations, leverage, exchange rates, and transfer **pricing**. In this appendix we use multiple regression analysis to assess the impact of each of...

...LEV (total liabilities divided by assets) is used. Two variables capture the effect of transfer **pricing**. MPAR is the ratio of imports from foreign parent corporation to sales; XPAR is the... leverage ratios vary less within a given industry than across industries.

#### EXCHANGE RATES

Because transfer **pricing** and exchange rate effects are transactions-based, the discussion concerning them focuses on the return...

... that the pure importer's contemporaneous profit margin would decline by 1.2 percent.

#### TRANSFER PRICING

Of the two proxies for transfer **pricing**, the variable XPAR fails to be significant in every specification, suggesting that affiliates do not... the United States than in the consolidated global firm.

20. "IRS efforts in the transfer **pricing** area are of relatively recent vintage, as they relate to FCCs [foreign-controlled corporations]" (IRS... JOURNAL OF INTERNATIONAL ECONOMICS 36: 373-389.

Knetter, Michael M. 1994. "Exchange Rates and Corporate **Pricing** Strategies." In Yakov Amihud and Richard M. Levich, eds., EXCHANGE RATES AND CORPORATE PERFORMANCE. New...

...in the United States." REVIEW OF ECONOMICS AND STATISTICS 73: 401-13.

Krugman, Paul. 1987. " **Pricing** to Market When the Exchange Rate Changes." In Steven W. Arndt and J. David Richardson...

... Rose-Ackerman, eds., KNIGHTS, RAIDERS AND TARGETS. New York: Oxford University Press.

Marston, Richard. 1990. " **Pricing** to Market in Japanese Manufacturing." JOURNAL OF INTERNATIONAL ECONOMICS 2: 217-36.

McCauley, Robert N...U.S. Department of the Treasury and Internal Revenue Service. 1988. "A Study of Intercompany **Pricing** ." STANDARD FEDERAL TAX REPORTS 75.

Weinberg, Douglas B. 1994. "U.S. International Transactions, First Quarter ...

**14/3,K/15 (Item 15 from file: 15)**

DIALOG(R)File 15:ABI/Inform(R)

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00848785 94-98177

**An implementable approach for optimizing department store mark-down decisions**

Mantrala, Murali K; Tandon, Mridul K

Stores v76n4 PP: RR1-RR6 Apr 1994

ISSN: 0039-1867 JRNL CODE: STR

WORD COUNT: 3121

...TEXT: inventory; (b) the anticipated demand during that period as well as future periods; (c) future **pricing** decisions; and (d) costs of goods in stock, carrying costs and salvage value o unsold...

... probability distribution of demand at each price in each period. Other input data, required for **computing** expected **profits** , include the purchase cost per unit, carrying cost per unit per period, salvage price of ...

... the discount rate which management may wish to use in assessing the present value of **future profits** .

MARK PROGRAM: The proposed model is tailored to retail buyers, programmed in C++ language in...

... occasions. MARK can be used to evaluate expected sales and profit results of pre-specified **pricing** policies as well as used to determine the optimal policy from the current period onward...

**14/3,K/16 (Item 16 from file: 15)**

DIALOG(R)File 15:ABI/Inform(R)

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00795833 94-45225

**Can stage-gate systems deliver the goods?**

Anderson, Richard E

Financial Executive v9n6 PP: 34-35+ Nov/Dec 1993

ISSN: 0895-4186 JRNL CODE: FEX

WORD COUNT: 1767

...TEXT: be worth the investment to deliver value to customers and make up the difference in **future profits** .

To facilitate this approach, the CFO must play a new and broader role in the...

... like many other companies, includes a finance representative on teams, which has proven invaluable for **pricing** different options and analyzing scenarios (see box on page 36).

Finance can bring a business...

... enables all participants to understand the bottom line, the project margins, cash-flow projections and **profit estimates** . And John Deere has opened up previously guarded financial information to product teams that include...

**14/3,K/17 (Item 17 from file: 15)**

DIALOG(R)File 15:ABI/Inform(R)

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00788126 94-37518

**Two's company ...? Middleparks**

Smith, Richard; Clinton, Geoff

Management Accounting-London v71n10 PP: 32-36+ Nov 1993

ISSN: 0025-1682 JRNL CODE: MAC

WORD COUNT: 3106

...TEXT: part of the Cornwall development. So how much of the fixed asset investment is for **future sales and profit** ?

The fall in the profit/sales percentage is more worrying--a steady improvement and then...

... occupany rates and spend per person. Further analysis by full holidays/short breaks--by activity-- **pricing** policies on holidays-- **profit/loss analysis** by activity. (Part 2 of this case.)

#### QUESTION 4 THE VALUATION OF MIDDLEPARKS

There is...

**14/3,K/18 (Item 18 from file: 15)**

DIALOG(R)File 15:ABI/Inform(R)

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00787716 94-37108

**The value of flexibility: The case of a dual-fuel industrial steam boiler**

Kulatilaka, Nalin

Financial Management v22n3 PP: 271-280 Autumn 1993

ISSN: 0046-3892 JRNL CODE: FMG

WORD COUNT: 6761

...TEXT: to exploit the analogy between this "real option" and more usual financial options to obtain **pricing** algorithms. The ability to obtain the best energy source ex post makes the flexible technology...

...  $t$ ,  $m$ ,  $t$ ). The present value (using the risk-free interest rate,  $r$ ) of all **future** net **profit** flows given optimal behavior henceforth is denoted  $F(P \text{ sub } t, m, t)$ . Optimal behavior...

...always chooses the current mode to maximize the present value of current plus discounted expected **future profits** net of switching costs. This condition is the well-known Bellman equation of dynamic programming... alternative input fuels to determine the value of the flexible fuel boiler.

In order to **estimate** the **profit** functions, we relied on an engineering model described by Provance [14]. The heat loss in...can be exercised to switch to gas. On the other hand, when it is operating **using gas** (Equation omitted), the boiler contains a put option on  $P$  that can be exercised to...Siegel [11] later derived it more formally and applied it in the context of option **pricing**.

(9) The efficiency also depends on the utilization rate of the boiler. However, Provance [14]...

...IL, Richard D. Irwin, 1985, pp. 7-54.

11. R. McDonald and D. Siegel, "Option **Pricing** When the Underlying Asset Earns a Below Equilibrium Rate of Return: A Note," Journal of...

14/3,K/19 (Item 19 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
(c) 2004 ProQuest Info&Learning. All rts. reserv.

00694703 93-43924  
**Cost engineering system for the future**  
Hatwell, Ronald J  
Cost Engineering v35n3 PP: 13-17 Mar 1993  
ISSN: 0274-9696 JRNL CODE: ACO  
WORD COUNT: 2849

...TEXT: either priced using the QTO UPB, or moved to the quantity takeoff module (QTO) for **pricing** and manipulation. The current parametric system includes 40 different model types consisting of over 150...

... step process for developing a detailed cost estimate that allows for several levels of cost **estimating**, including contractor layering, overhead, **profit**, and all indirect costs needed to develop a cost estimate. It also includes the ability...

... professional cost engineers, and requires a minimum of 8 to 16 hours of training before **use**.

QTO- **DATABASE** (UPB)  
This is a fully integrated database for the QTO system, consisting of approximately 22...

14/3,K/20 (Item 20 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
(c) 2004 ProQuest Info&Learning. All rts. reserv.

00570138 91-44489  
**Tax Incidence in a Simple General Equilibrium Model with Collusion and**

**Entry**

Davidson, Carl; Martin, Lawrence  
Journal of Public Economics v45n2 PP: 161-190 Jul 1991  
ISSN: 0047-2727 JRNL CODE: JPU

...ABSTRACT: there is free entry. Entry decisions involve balancing sunk costs with the present value of **future profits**. The interest rate is **determined** in a capital market in which ownership of the capital stock and shares of firms are traded. Since the degrees of collusion and entry depend on **future profits**, both are influenced by the interest rate. Taxes that affect the interest rate therefore alter...

... tax-induced changes in the interest rate affect market structure. In general, entry and collusive **pricing** effects work in opposite directions.  
...

14/3,K/21 (Item 21 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
(c) 2004 ProQuest Info&Learning. All rts. reserv.

00324195 86-24609

**What to Do When You Want to Quit Your Own Company**

Mullins, Geoff  
Rydge's v59n4 PP: 48-49 Apr 1986  
ISSN: 0036-0511 JRNL CODE: RYD

...ABSTRACT: provide a more objective appraisal of the company's salability and assistance with tactics and **pricing**. In addition, a third party will maximize market exposure for the sale and offer some...

... should be assessed. The company can be valued through one of 2 methods:  
1. the **future** maintainable **profit** is **calculated** by the appropriate **price** earnings multiple, or 2. the net tangible assets of the company are calculated, plus, perhaps...

14/3,K/22 (Item 22 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
(c) 2004 ProQuest Info&Learning. All rts. reserv.

00253019 84-31580

**Pricing and Profitability**

Warnock, R. Larry  
Best's Review (Life/Health) v85n4 PP: 46-56 Aug 1984  
ISSN: 0005-9706 JRNL CODE: BIH

ABSTRACT: Because of product innovations in recent years, **pricing** ordinary life products has become more complicated. Understanding the measures of profitability generally used in **pricing** can be enhanced by presenting actuarial concepts in terms of their relationship to life insurance...

... and general business concepts. This is the key to effective management participation in decisions involving **profit** margins. In the **analysis** of profitability and price, it is essential that competent actuaries be employed. The analysis generally takes one of 2 forms: 1. development of minimum price levels based on specified **profit** goals and assumptions, and 2. **analysis** of **profit** margins expected to flow from specified price levels and assumptions. There are a number of...



Search Report from Ginger R. DeMille

... can be used to measure profitability, including: 1. return on investment, 2. present value of **future profits**, 3. average annual profit, 4. surplus strain, and 5. break-even year. Profitability analysis also...

**14/3,K/23 (Item 23 from file: 15)**

DIALOG(R)File 15:ABI/Inform(R)

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00237670 84-16231

**Computer Cost Chargeback**

Anonymous

Small Business Report v9n4 PP: 72 Apr 1984

JRNL CODE: SBR

ABSTRACT: Unwarranted growth can occur when **computer use** is not controlled. One way to combat this waste is to institute a chargeback system...

... force them to become more cost-conscious and to set priorities on their computer needs. **Computer - use** prices for a direct chargeback system can be established through profit-based **pricing** or cost-based **pricing**. Profit-based **pricing** views the computer system as a profit-center. Prices are based on outside market prices for comparable services. This method enables management to **analyze** internal computer operations from a **profit** or loss angle. It also allows companies with available computer time to accept outside work. Under the cost-based **pricing** method, prices are set at cost to the company rather than at market price. Variations...

**14/3,K/24 (Item 24 from file: 15)**

DIALOG(R)File 15:ABI/Inform(R)

(c) 2004 ProQuest Info&Learning. All rts. reserv.

00208094 83-19655

**Taking the Guesswork Out of Cost Estimating**

Holman, Elli

Personal Computing v7n7 PP: 62-69 Jul 1983

ISSN: 0192-5490 JRNL CODE: PSC

...ABSTRACT: means of a pencil, paper, and calculator. It is tedious and prone to error. By **using** a personal **computer** and software dedicated to this job, however, cost estimating can now be accomplished faster and...

... storage capabilities, an estimator can work on several bids simultaneously without fear of losing any **pricing** information. Also, a computer can allow an estimator to change **pricing** figures without having to recalculate the entire bid. Gene Murrow, president of Computers for Construction...

... of the job, but which are not included in the specifications, 4. the ability to **calculate** the company's **profit**, and 5. the ability to massage the final numbers when external changes occur. Another cost...

**14/3,K/25 (Item 25 from file: 15)**

DIALOG(R)File 15:ABI/Inform(R)

(c) 2004 ProQuest Info&Learning. All rts. reserv.

00164126 82-05687

**Appraising a Life Insurance Company from Published Data**

Rosen, Harold L.; Hill, Norman E.

Best's Review (Life/Health) v82n9 PP: 24-26 Jan 1982

ISSN: 0005-9706 JRNL CODE: BIH

ABSTRACT: Acquirers often find it hard to **determine** what **price** they should offer for an insurance company they want to acquire if the target is ...

... Generally Accepted Accounting Principles (GAAP) adjustments have to be made, and the next step involves **calculation** of the value of **future profits**. The sum of the values set on current business and future business make up a...

**14/3,K/26 (Item 1 from file: 16)**

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2004 The Gale Group. All rts. reserv.

05958462 Supplier Number: 53228419 (USE FORMAT 7 FOR FULLTEXT)

**Vodafone Group Plc Interim Results for the Six Months to 30 September 1998.**

Business Wire, p1325

Nov 17, 1998

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 6331

... the company at between US\$ 4.2 billion and US\$ 4.6 billion although final **pricing** will not be agreed until 19 November.

The Group has a 70% interest in Libertel...

...38%. SFR is profitable and the Group anticipates it will make a substantial contribution to **future consolidated profits**.

E-Plus Mobilfunk, the German DCS 1800 operator in which the Group has a 17...

...30 September 1998, E-Plus had 1,645,000 customers, almost 450,000 of which **use** the prepaid **service**. E-Plus is expected to be profitable in 2000.

Europolitan, a Swedish GSM operator in...operates substantially in one class of business,

the supply of mobile telecommunications services and products.

**Analysis** of turnover, total operating **profit** and net assets by geographical region is set out below. Total Group operating profit is...

**14/3,K/27 (Item 2 from file: 16)**

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2004 The Gale Group. All rts. reserv.

02040293 Supplier Number: 42632359 (USE FORMAT 7 FOR FULLTEXT)

**TIPS FOR OCS OPERATORS IN 1992**

Automatic Merchandiser, v0, n0, p33

Jan, 1992

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 208

Search Report from Ginger R. DeMille

**Analyze** your financial statements, **profit** and loss, operating expenses. Your gross profit should top 50 percent. If not, you probably have a **pricing** problem, somebody is shaving too low to keep the company healthy.

"NCSA's Operating Survey...

...compare it to your own financials, highlighting areas that are out of line. Analyze product **pricing** . What's the gross profit of all your different products? Are some low? Then adjust...

...of equipment there, you need to be talking to that customer about paying rent or **using** less expensive **equipment** ."

The primary impact to OCS has been down-sized accounts, he says. But hang in...

**14/3,K/28 (Item 1 from file: 148)**

DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2004 The Gale Group. All rts. reserv.

10752546 SUPPLIER NUMBER: 53590498 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**Adjustment process of the price to book ratio for regulated utilities.**

Nwaeze, Emeka T.

Financial Review, 33, 4, 125(1)

Nov, 1998

ISSN: 0732-8516

LANGUAGE: English

RECORD TYPE: Fulltext; Abstract

WORD COUNT: 5892 LINE COUNT: 00503

... of electric utilities are inconsistent with the pure adjustment process implied by the cost-plus **pricing** policy. Shifts in the ratio persist for several periods and are related to changes in...

**14/3,K/29 (Item 2 from file: 148)**

DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2004 The Gale Group. All rts. reserv.

10172328 SUPPLIER NUMBER: 20414514 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**The effect of profit regulations on combined two-part and peak-load pricing.**

Kim, Pang-Ryong

Economic Record, v73, n222, p238(10)

Sep, 1997

ISSN: 0013-0249

LANGUAGE: English

RECORD TYPE: Fulltext; Abstract

WORD COUNT: 6912 LINE COUNT: 00568

... goods for elasticity, using July 1977 data from the Wisconsin Residential Time-of-Use Electricity **Pricing** Experiment. According to their analysis, the cross-price elasticities ranged from 0.057 to 0...

**14/3,K/30 (Item 3 from file: 148)**

DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2004 The Gale Group. All rts. reserv.

08739758 SUPPLIER NUMBER: 18322969 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**Network sales make Hungary an investment testcase. (sale of gas distribution firm stocks)**

Griffiths, Mark

Search Report from Ginger R. DeMille

Petroleum Economist, v63, n3, pVI(2)

March, 1996

ISSN: 0306-395X

LANGUAGE: English

RECORD TYPE: Fulltext; Abstract

WORD COUNT: 2023

LINE COUNT: 00165

... explore the blocks reserved for it, after which an open season is scheduled to begin.

**Pricing predicament**

Hungary is most typical of the region in its consumption patterns. Throughout former Comecon...

...like MOL saleable by allowing them to charge world energy prices - and customers often cannot **use energy** more efficiently to compensate for the increased prices. Exporters like Gazprom have forced the pace...

...Lajos Bokros. It appears that the possibility of rent strikes should now be factored into **calculations of future profits** for the gas retailers. The understated style of much public debate in Hungary hides widespread...

**14/3,K/31 (Item 4 from file: 148)**

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2004 The Gale Group. All rts. reserv.

08341046 SUPPLIER NUMBER: 17761076 (USE FORMAT 7 OR 9 FOR FULL TEXT)

**The buying and selling of small magazines.**

Orlow, David Z.

Folio: the Magazine for Magazine Management, v24, n20, p54(5)

Nov 15, 1995

ISSN: 0046-4333

LANGUAGE: English

RECORD TYPE: Fulltext; Abstract

WORD COUNT: 2963

LINE COUNT: 00235

...ABSTRACT: staff and locations, the title is more attractive. Taxes can play a large role in **determining the price**, as after-tax **profits** are considerably smaller.

**14/3,K/32 (Item 5 from file: 148)**

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2004 The Gale Group. All rts. reserv.

07979515 SUPPLIER NUMBER: 17222750 (USE FORMAT 7 OR 9 FOR FULL TEXT)

**Toward allocative efficiency in the prescription drug industry.**

Guell, Robert C.; Fischbaum, Marvin

Milbank Quarterly, v73, n2, p213(18)

Summer, 1995

ISSN: 0887-378X

LANGUAGE: English

RECORD TYPE: Fulltext; Abstract

WORD COUNT: 6067

LINE COUNT: 00512

... of profit on sales provided in the report by Ballance, Pogany, and Forstner (1992), we **estimate profits** as being in the neighborhood of \$8 billion. With that, our estimates of DWL, as...

**14/3,K/33 (Item 6 from file: 148)**

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2004 The Gale Group. All rts. reserv.

07554753 SUPPLIER NUMBER: 15816395 (USE FORMAT 7 OR 9 FOR FULL TEXT)

**Client capabilities; it's your money: why not try spending it more wisely?**

Zeltner, Herbert

Inside Media, p72(1)

Oct 5, 1994

ISSN: 1046-5316

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 942

LINE COUNT: 00078

... a practical idea of a ballpark figure available very early in the planning process. Some **use** the **device** of alternatives or a range, arming the planner with a lower level, conservative spending figure...

**14/3,K/34 (Item 7 from file: 148)**

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2004 The Gale Group. All rts. reserv.

06795723 SUPPLIER NUMBER: 14733517 (USE FORMAT 7 OR 9 FOR FULL TEXT)

**Parts department. (automobile dealership) (Database 2000)**

Norman, Scott

Dealer Business, v28, n4, p42(2)

Dec, 1993

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 486

LINE COUNT: 00051

... member said, "You can't afford not to buy it, for that feature alone." We **calculated** the additional parts gross **profit** dollars generated by that dealer since he implemented matrix **pricing** and proved to the reluctant dealer he could pay for the computer in less than two years with additional gross profit that a matrix **pricing** system would garner him!

Important is the question, "are you purchasing the right parts?" Some ...

**14/3,K/35 (Item 8 from file: 148)**

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2004 The Gale Group. All rts. reserv.

06517416 SUPPLIER NUMBER: 14034612 (USE FORMAT 7 OR 9 FOR FULL TEXT)

**UAW walks a tightrope between old and new jobs. (United Automobile Workers)**

Sorge, Marjorie

Ward's Auto World, v29, n6, p38(2)

June, 1993

ISSN: 0043-0315

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 2174

LINE COUNT: 00165

... weaken the union's voice in setting work rules and that workers be retrained to **use** new **equipment**.

\* on the job security and supplemental unemployment funds (SUB) and reducing the number of weeks...ultimatum that executives get bonuses only if UAW members get profit-sharing checks, and that **future profit**-sharing **calculations** exclude the cost of plant closings, consolidations, restructuring and executive compensation packages and new accounting...

...difficult at GM because of its high degree of vertical integration (70%) and internal transfer **pricing**. But GM purchasing aims to convert to market-base **pricing** by the mid- to late-1990s, which would make it easier to sort out.

The...

14/3,K/36 (Item 9 from file: 148)  
DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2004 The Gale Group. All rts. reserv.

06505817 SUPPLIER NUMBER: 14333389 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**A stochastic model for the measurement of electricity outage costs.**  
Grosfeld-Nir, Abraham; Tishler, Asher  
Energy Journal, v14, n2, p157(18)  
April, 1993  
ISSN: 0195-6574 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT  
WORD COUNT: 6369 LINE COUNT: 00494

... outage costs play an important role in investment planning and the design of optimal electricity **pricing** schemes (Chao 1983, Chao et al. 1989, Coate and Panzar 1989, and Woo 1988). The...drop the time subscript from these variables and denote the discounted expected value of total **future profits** at time 0 by  $V(Q)$ . Hence,

|Mathematical Expression Omitted

where  $p$  and  $q$  are...Delta

$E(S)$  is less than

0.

This result implies that the optimal values of **electricity use** and the rate of production increase as reliability increases -- that is, when the expected length...

...outages, per customer, is 16 per year. Thus,  $E(T) = 8760/16$  (see IEC 1987). **Electricity use** ( $x$ ) and the value of the firm ( $V$ ) are obtained from (13) and (12), respectively...

...computed by dividing the resulting decrease in expected discounted profits by the reduction in expected **electricity use** (due to the decrease in the expected length of time until the next outage, or...

...Thus, the effect of a change in the reliability level on the optimal level of **electricity use** is not necessarily one-directional when production depends on several inputs.(9)

Full application of...

...sup.0

), labor (denoted  $L^{sup.0}$

) and  $E(S)$  (denoted  $E^{sup.0}$

).

) we **computed** the discounted expected value of **profits** (denoted  $V^{sup.0}$

), via equation (4). Using a higher value of  $E(S)$  (denoted...

...by dividing the resulting decrease in the discounted expected profits by the (implied) change in **electricity use**; that is, outage costs equal  
TABULAR DATA OMITTED ( $V^{sup.0}$

-  $V^{sup.1}$

)/ $x$ ...

...Torrion 1989). Thus, our finding may be interpreted as reinforcing the need for Time-of- **Use electricity pricing** --since high outage costs suggest that the electricity price should be substantially higher when the ...production unit within the firm, provided the unit's management has some control on the **use of electricity**. Hence, the firm as a whole may be able to produce some output, while the...were computed from officially published time series for Israel. The computation of  $h$  required an **estimate** of gross **profits** for each customer. Gross **profits** are

**calculated** using production, the wage bill, the stock of capital, depreciation rate of capital and the...

...Literature", Bulletin of Economic Research, 42(2), 79-119.

Chao, H.P. (1983). "Peak Load **Pricing** and Capacity Planning with Demand and Supply Uncertainty", Bell Journal of Economics, 14, 179-190...

...Electricity Reliability Issue, 9, 77-104.

Coate, R. and J.C. Panzar (1989). "Public Utility **Pricing** and Capacity Choice Under Risk: A Rational Expectations Approach", Journal of Regulatory Economics, 1, 305-318.

Crew, M. and P.K. Kleindorfer (1978). "Reliability and Public Utility **Pricing**", American Economic Review, 68, 31-40.

Doane, M.J. and C.K. Woo (1988). An...694.

Tishler, A. (1984). "A Model of Industrial Demand for Electricity Under Time-of-Use **Pricing** and Three Labor Shifts", Resources and Energy, 6, 107-127.

Tishler, A. (1989). "The Response of Large Firms to Different Schemes of Time-of-Use **Pricing** When the Production Function is Quadratic", The Energy Journal, 10(2), 69-90.

Tishler, A...

**14/3,K/37 (Item 10 from file: 148)**

DIALOG(R)File 148:Gale Group Trade & Industry DB  
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06464740 SUPPLIER NUMBER: 13818035 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**Parts department. (Database 2000: Focus Feature)**

Norman, Scott

Dealer Business, v27, n9, p32(2)

May, 1993

LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

WORD COUNT: 474 LINE COUNT: 00036

... member said, "You can't afford not to buy it, for that feature alone." We **calculated** the additional parts gross **profit** dollars generated by that dealer since he implemented matrix **pricing** and proved to the reluctant dealer he could pay for the computer in less than two years with the additional gross profit that a matrix **pricing** system would gamer him!

Important is the question, "are you purchasing the right parts?" Some ...

**14/3,K/38 (Item 11 from file: 148)**

DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2004 The Gale Group. All rts. reserv.

05899806 SUPPLIER NUMBER: 12268920 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**The response of domestic prices to expected exchange rates. (includes appendix)**

Feinberg, Robert M.; Kaplan, Seth

Journal of Business, v65, n2, p267(14)

April, 1992

ISSN: 0021-9398 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 5112 LINE COUNT: 00447

... This reduces the incentive for current period price moderation in pursuit of market share and **future profits**. This price-increasing

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effect is **determined** largely by the nature of substitutability between imports and domestic goods (through the size of...

14/3,K/39 (Item 12 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2004 The Gale Group. All rts. reserv.

05820677 SUPPLIER NUMBER: 12081513 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**So you want to buy a real estate company? (includes related article on tips for first-time buyers)**  
Schmaedick, Ronald  
Real Estate Today, v25, n3, p26(4)  
April, 1992  
CODEN: RESTDR ISSN: 0034-0804 LANGUAGE: ENGLISH  
RECORD TYPE: FULLTEXT; ABSTRACT  
WORD COUNT: 1643 LINE COUNT: 00123

... deterioration of future profits.

Research shows that emotional and timing factors are more important in **determining price** and terms than any **pricing** formulas or rules of thumb. For instance, if the sellers want to stay in management...

14/3,K/40 (Item 13 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2004 The Gale Group. All rts. reserv.

05589911 SUPPLIER NUMBER: 11649593 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**Interactive marketing: exploiting the age of addressability.**  
Blattberg, Robert C.; Deighton, John  
Sloan Management Review, v33, n1, p5(10)  
Fall, 1991  
ISSN: 0019-848X LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT  
WORD COUNT: 6428 LINE COUNT: 00620

... threshold value.

Each catalog's content evolves in response to demand because the marketer can **use the computer** to assemble a different catalog for every customer. Computer-driven catalog binding makes it possible...

...factoring in historical customer retention statistics, marginal costs of the products sold, promotional expenditures, and **pricing** to the customer. For example, suppose a customer has been buying from an office supplies...

...statement does this appear. Indirectly, it appears in financial analysts' reports in cash flow and **future profit** projections. If the firm stops promoting prospects in the second year, sales and profits look ...Skill is needed to tailor products to specific customers. \* Accounting. The firm must learn to **compute** cash flows and **profit estimates** for newly acquired customers based on their lifetime of purchasing. Otherwise most initial marketing programs promoting to

that consumer, and  
are selectively  
delivered to that  
consumer.

**Pricing**

Promotional discrimination  
has to depend on customer  
self-selection.

Price discrimination  
exploits knowledge  
of the...



Search Report from Ginger R. DeMille

14/3,K/41 (Item 14 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB  
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04916263 SUPPLIER NUMBER: 10465613 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**After the smoke clears. (newspaper wars in Little Rock, Arkansas)**  
Pickett, John C.  
Arkansas Business, v7, n34, p26(1)  
Dec 17, 1990  
ISSN: 1053-6582 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT  
WORD COUNT: 996 LINE COUNT: 00077

... revenues and expense, adjust both to reflect the reasonable expectation of what the future holds, **estimate** the **future profits**, and then discount these to arrive at a purchase price. This procedure is the same...

14/3,K/42 (Item 15 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2004 The Gale Group. All rts. reserv.

04370984 SUPPLIER NUMBER: 08522972  
**Texas Instruments hews to its patent protection promises. (Texas Instruments Inc commits to protecting \$570 million in royalty revenues)**  
Harrington, Maura J.  
Computerworld, v24, n23, p101(1)  
June 4, 1990  
ISSN: 0010-4841 LANGUAGE: ENGLISH RECORD TYPE: ABSTRACT

...ABSTRACT: because of heated competition in the market, but others warn that TI's aggressiveness could **determine future price** directions because **profit** margins on microcomputers are already too low. TI is following a directive promised by executive...

14/3,K/43 (Item 16 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2004 The Gale Group. All rts. reserv.

04160748 SUPPLIER NUMBER: 07941560 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**Financial determinants of bank takeovers.**  
Cheng, David C.; Gup, Benton E.; Wall, Larry D.  
Journal of Money, Credit & Banking, v21, n4, p524(13)  
Nov, 1989  
ISSN: 0022-2879 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT  
WORD COUNT: 5223 LINE COUNT: 00422

... the distribution of the target's future earnings, but provides little assistance as to the **determinants of future profits**. A common assumption is that future profitability ratios are correlated with historic profitability ratios and...

14/3,K/44 (Item 17 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2004 The Gale Group. All rts. reserv.

03910154 SUPPLIER NUMBER: 07606547 (USE FORMAT 7 OR 9 FOR FULL TEXT)

**I-S in transition: how grocers bag shoppers.**

Francett, Barbara

Computer Decisions, v21, n4, p44(5)

April, 1989

ISSN: 0898-1825

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 2421

LINE COUNT: 00197

... use of information technology--electronic shelf tags. These are tiny LED screens that display unit **pricing** information. They're computer addressable either through a hand-held unit or from a central...

**14/3,K/45 (Item 18 from file: 148)**

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2004 The Gale Group. All rts. reserv.

03899247 SUPPLIER NUMBER: 07489903 (USE FORMAT 7 OR 9 FOR FULL TEXT)

**Maximizing computer usage. (part 1)**

Mavrigian, Lori L.

Modern Tire Dealer, v70, n4, p29(2)

April, 1989

ISSN: 0026-8496

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 1296

LINE COUNT: 00102

... them. "This can generate business in off-seasons," said Carole DeLuca, administrative assistant of Snyder **Computing** Systems, which offers the Automatic **Profit** Builder software program. . Automatically ordering parts when needed. A program from National Software Systems called ...

**14/3,K/46 (Item 19 from file: 148)**

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2004 The Gale Group. All rts. reserv.

02979013 SUPPLIER NUMBER: 04577137 (USE FORMAT 7 OR 9 FOR FULL TEXT)

**Closing the gap in mutual GAAP. (generally accepted accounting principles)**

LeBlanc, Sidney A.; Warnock, Larry

Best's Review - Life-Health Insurance Edition, v87, p24(8)

Nov, 1986

ISSN: 0005-9706

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 4409

LINE COUNT: 00369

... consistent assumptions for starting and ending values. Equivalent increases in economic value may also be **determined** separately for each **profit** center. For this purpose, the investment income derived from statutory capital and surplus funds not...

...to the surplus account. The value-based approach to financial measurement, like the Anderson method **pricing** model, recognizes that the use of capital involves a hurdle rate yield requirement on that...

...No other alternative approaches to realistic financial measurement are fully consistent with the company's **pricing** models.

It is helpful to review the development of value added during the year separately...

**14/3,K/47 (Item 20 from file: 148)**

DIALOG(R)File 148:Gale Group Trade & Industry DB

Search Report from Ginger R. DeMille

(c)2004 The Gale Group. All rts. reserv.

02976451 SUPPLIER NUMBER: 04479118 (USE FORMAT 7 OR 9 FOR FULL TEXT)

**Pricing and marketing loose enclosures. (column)**

Oakman, John

Folio: the Magazine for Magazine Management, v15, p216(4)

Oct, 1986

DOCUMENT TYPE: column ISSN: 0046-4333 LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 1729 LINE COUNT: 00138

... enclosure grows.

Will direct marketers be interested in this opportunity? What is their incentive to **use** this **service** ? Where might you find these customers?

Direct mail or catalog marketers have several incentives to...

**14/3,K/48 (Item 21 from file: 148)**

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2004 The Gale Group. All rts. reserv.

01895735 SUPPLIER NUMBER: 02930754 (USE FORMAT 7 OR 9 FOR FULL TEXT)

**What price videotex?**

Block, Melissande

Marketing & Media Decisions, v18, p49(5)

Fall, 1983

ISSN: 0195-4296 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

WORD COUNT: 3321 LINE COUNT: 00268

... of \$10 to \$30 million; they also say that some operators have had to revise **estimates** of **future profit** streams, as the recent poor economy derailed earlier, more optimistic projections.

An important question is...gather information, update it, process it and enter it into the computer,' one source noted. "**Computer usage** is a substantial cost in videotex. There are marketing costs, research and development costs, audience...

...because the industry has not yet developed a track record of consumer demand and relative **pricing** for various services. For services like Dow Jones Informational Retrieval, a videotex-like financial service, **pricing** has been patterned on telephone billing, with monthly charges determined by what sorts of information...

...will play a major role in the industry once operators, clients and agencies straighten out **pricing** and media strategies. Young & Rubicam, for example, is currently investigating how

**14/3,K/49 (Item 1 from file: 160)**

DIALOG(R)File 160:Gale Group PROMT(R)

(c) 1999 The Gale Group. All rts. reserv.

00928171

**Pricing can be turned into an effective marketing tool, according to W**

**Laimbeer of Forest Products Group of Owens-Illinois.**

Marketing Times August, 1983 p. 33-401

There are 4 basic prerequisites to effective **pricing** : First, develop a clear understanding of the market and the economics of the business, including...

Search Report from Ginger R. DeMille

... on the forecasts. Action or reaction may have to be quick. Maintaining tight control of **pricing** decisions requires enforcement, and a knowledge of cost structure by product, by facility and by machine type. A profit evaluation plan can **use computer** models to **compute** cost, price and **profit** data by customer order and plant location. Cost variables include materials, labor and fixed costs...

... protection in inflationary and recessionary periods. If operating with cyclical businesses, consider switching to contract **pricing** to balance revenue, keeping price ahead of inflation.

...

14/3,K/50 (Item 2 from file: 160)  
DIALOG(R)File 160:Gale Group PROMT(R)  
(c) 1999 The Gale Group. All rts. reserv.

00411391

**Computer-aided marketing; an idea whose time has come.**  
News Release (for further information apply to company indexed) March 20,  
1978 p. 11

... program, which are planning automation, which are performing data reduction 'manually,' and the extent of **computer use** in each of 18 marketing functions (ad research, customer analysis, direct mail, econometric models, inquiry handling, inventory/distribution control, lost sales/accounts, marketing budget, market research, MIS, new market/customer **analysis**, order processing, **pricing analysis**, **profit analysis**, sales performance/personnel, sales performance/products, sales forecasting, and territory analysis). The study covers software...

14/3,K/51 (Item 1 from file: 275)  
DIALOG(R)File 275:Gale Group Computer DB(TM)  
(c) 2004 The Gale Group. All rts. reserv.

01305543 SUPPLIER NUMBER: 07743023 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**Vertical market applications software. (listing of software packages)**  
**(directory)**  
DG Review, v7, n1, p21(6)  
Summer, 1989  
DOCUMENT TYPE: directory ISSN: 1050-9127 LANGUAGE: ENGLISH  
RECORD TYPE: FULLTEXT; ABSTRACT  
WORD COUNT: 7679 LINE COUNT: 00725

... The system provides a standardized approach to recording accounting events, strict financial controls and efficient **use of computer** resources. Over 40 standard reports are provided, including transaction journals, general ledger, accounts payable and...

...Medicaid forms, private insurance, accounts receivable, drug interaction, patient allergies, refill modifications, patient profiles, gross **profit analysis**, **pricing** updates, patient **analysis** and doctor (provider) analysis. Inventory Control and Purchasing are also available as options. These include...

14/3,K/52 (Item 2 from file: 275)  
DIALOG(R)File 275:Gale Group Computer DB(TM)

(c) 2004 The Gale Group. All rts. reserv.

01259591      SUPPLIER NUMBER: 07184095      (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**Cash-rich Japanese money managers buy U.S. theories. (state-of-the-art investment theories)**  
Schmerken, Ivy  
Wall Street Computer Review, v6, n2, p38(7)  
Nov, 1988  
ISSN: 0738-4343      LANGUAGE: ENGLISH      RECORD TYPE: FULLTEXT; ABSTRACT  
WORD COUNT: 5136      LINE COUNT: 00425

...      Nikko-BARRA markets the product in Europe.  
The newest theories improve upon the capital asset **pricing** model, known as CAPM. The capital asset **pricing** model measures stock price sensitivity in relation to market risk or beta. They are three...guides for U.S. stocks.

Yamaichi has based the ISS product on the capital asset **pricing** model multidimensioned, or CAPMD. A U.S. stock market version released in May 1988, was...for Old

Yamaichi is promoting CAPMD as a new theory which combines the capital asset **pricing** model with the arbitrage **pricing** theory. Many U.S. investment analytics have been designed around these theories, but the Japanese...

...Harry Markowitz, in the mid-1960s. They also extend the bounds of the capital asset **pricing** model. "This is the third-generation modern portfolio theory," boasts Tsutomu Fujita, portfolio manager with...

...president of Yamaichi International (America) Inc.

Daiwa is providing the service based on the arbitrage **pricing** theory, so called APT, developed by Professor Stephen Ross of Yale University and Richard Roll...

...keep the computer, we keep the [source] code, we know everything," he says.

The arbitrage **pricing** theory (APT) measures stocks' rate of return against macroeconomic factors such as inflation, industrial production...to Takashi Muramatsu, manager securities division. Nippon Credit is using Daiwa's version of arbitrage **pricing** theory, Nikko-BARRA's approach to CAPM, and its own proprietary tilt fund. Nippon claims...

...it has not borrowed anything from American methods. "No, this is our fundamental approach to **estimate future corporate profits**," replies Muramatsu. If anything, the alliances are giving Japanese firms a crash course in assertiveness...so, analysts at Shearson Lehman Hutton, James Capel, Union Bank of Switzerland and Crestvale Securities, **use the database** and investment software in New York.

Bringing Culture to Computers

The question is, can these...

14/3,K/53      (Item 1 from file: 20)  
DIALOG(R)File 20:Dialog Global Reporter  
(c) 2004 The Dialog Corp. All rts. reserv.

09851699 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
**Sun Life & Prov Hldg - Final Results Cont. - Part 3**  
REGULATORY NEWS SERVICE  
March 01, 2000  
JOURNAL CODE: WRNS      LANGUAGE: English      RECORD TYPE: FULLTEXT  
WORD COUNT: 6631

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... million). No allowance is made for these future profits in the embedded value and Achieved Profit calculations .

The methodology uses smoothed asset values to value the shareholders' interest in long term business...

14/3,K/54 (Item 2 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter

(c) 2004 The Dialog Corp. All rts. reserv.

08336257 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Market Strategy: Profits uplift - Wall Street - We explain what is moving the world's major markets, and which way they are heading in coming months**

INVESTORS CHRONICLE, p31

November 19, 1999

JOURNAL CODE: FIC LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 290

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... treated as investment, PE ratios would be even lower. So, says Mr Montier: 'Investors are pricing equities correctly. Overweight the US market.'

14/3,K/55 (Item 3 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter

(c) 2004 The Dialog Corp. All rts. reserv.

04613257 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Canary poised to fly; Tempus**

TIMES

March 12, 1999

JOURNAL CODE: FTMS LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 279

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... tax breaks) prices the 'virtual' property at Pounds 1.5 billion.

To judge from the pricing of the float, the Canary's pre-float soundings of investors encountered resistance to any...

14/3,K/56 (Item 1 from file: 476)

DIALOG(R)File 476:Financial Times Fulltext

(c) 2004 Financial Times Ltd. All rts. reserv.

0010548227 A20000720344-46-FT

**LEADER: Clear options**

Financial Times, London Ed1 ED, P 22

Thursday, July 20, 2000

DOCUMENT TYPE: NEWSPAPER; Leaders LANGUAGE: ENGLISH RECORD TYPE:

FULLTEXT SECTION HEADING: LEADER

Word Count: 416

...other words, when the employee becomes unconditionally entitled to them.

Search Report from Ginger R. DeMille

In most cases an option- **pricing** model, using the Black-Scholes methodology, would establish fair value.

The ASB is absolutely right...

...right to participate in future gains. They represent a potential claim on the company's **future profits** and an opportunity cost in foregoing the sale of equity at market rates.

The ASB...

**14/3,K/57 (Item 2 from file: 476)**

DIALOG(R)File 476:Financial Times Fulltext  
(c) 2004 Financial Times Ltd. All rts. reserv.

0008564973 BOGJDAAAEOFT

**Companies and Finance: UK: Charles Taylor to get Pounds 39m tag**

PATRICK HARVERSON

Financial Times, London Edition 1 ED, P 20

Friday, October 4, 1996

DOCUMENT TYPE: Stories; NEWSPAPER LANGUAGE: ENGLISH RECORD TYPE:  
FULLTEXT

Word Count: 304

...it made pre-tax profits of Pounds 1.8m on revenues of Pounds 10m.

The **pricing** at 135p means the shares will offer a yield of 3.9 per cent on...

...of 13.9, a discount to the market of just under 20 per cent.

Stockbrokers' **estimates of future profits** are not yet available, but the group does not operate in a seasonal business and...

**14/3,K/58 (Item 3 from file: 476)**

DIALOG(R)File 476:Financial Times Fulltext  
(c) 2004 Financial Times Ltd. All rts. reserv.

0005024295 B09BVBPAD2FT

**Time Of Trial For Sir Denis: British Gas's clashes with the industry's regulator**

MAX WILKINSON

Financial Times, P 18

Wednesday, February 22, 1989

DOCUMENT TYPE: NEWSPAPER LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

Word Count: 1,994

...rather general averaging method appropriate to an integrated state monopoly.

Mr McKinnon said he must **calculate** a detailed breakdown of **profits** to judge how the price formula should be revised after the allotted five years. If...

...in the case of a dispute, Mr McKinnon has power to set charges for the **use of British Gas** 's pipeline on the basis of his, not the company's **calculation** of its costs and **profits**. The first test case is now before him and he has a draft direction ready...

Search Report from Ginger R. DeMille

...almost two years ago. What remains? An industrial sector in which Ofgas will supervise the **pricing** schedule (though not actual prices) and where the Monopolies Commission has deliberately loaded the dice...

14/3,K/59 (Item 1 from file: 610)

DIALOG(R) File 610:Business Wire

(c) 2004 Business Wire. All rts. reserv.

00412459 20001117322B0289 (USE FORMAT 7 FOR FULLTEXT)

On RadioWallStreet.com: the Linux League Friday Edition

Business Wire

Friday, November 17, 2000 12:34 EST

JOURNAL CODE: BUSINESS WIRE, COMTEX LANGUAGE: ENGLISH RECORD TYPE:

FULLTEXT

DOCUMENT TYPE: NEWSWIRE

WORD COUNT: 5,530

...changes in interest rates. Some may be related to the insurance industry generally, such as **pricing** competition, regulatory developments and industry consolidation. Others may relate to the Company specifically, such as...

...current experience. This adjustment represents the slow down in amortization as a result of higher **estimated future profits** resulting from improvement in mortality levels of universal life products. The after tax effect on...to performance involving employee safety, customer satisfaction, and call-center responsiveness.

A mechanism allows for **pricing** flexibility for residential and small-commercial customers, with any shortfalls in revenue being borne by ...outside the tolerance band are shared equally between customers and shareholders.

The CPUC approved the **use** of natural **gas** futures for managing risk associated with the GCIM. SoCalGas enters into natural gas futures contracts...bills (AB 265 and AB 970) passed by the California Legislature with respect to electricity **pricing** and power plant construction. AB 265 contains a commodity rate ceiling and stabilization plan that...  
?



Search Report from Ginger R. DeMille

? show files;ds

File 13:BAMP 2004/Apr W1

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File 75:TGG Management Contents(R) 86-2004/Apr W2

(c) 2004 The Gale Group

File 95:TEME-Technology & Management 1989-2004/Apr W1

(c) 2004 FIZ TECHNIK

Set	Items	Description
S1	3369	(ESTIMAT? OR CALCULAT? OR DETERMIN? OR ANALYS? OR ANALYZ? - OR COMPUTE OR COMPUTING OR COMPUTES OR COMPUTED) (5N) (PROFIT? - ?)
S2	25162	(USE OR USAGE OR CONSUMPTION OR USING) (2W) (DEVICE OR SERVI- CE OR ENERGY OR EQUIPMENT OR COMPUTER OR DATABASE OR UTILITIES OR ELECTRICITY OR GAS) OR (ENERGY OR EQUIPMENT OR COMPUTER OR DATABASE OR UTILITIES OR ELECTRICITY OR GAS) () (USE ...
S3	33782	PRICING OR (DETERMIN? OR DECID? OR CALCULAT?) (3W) (CHARGE OR PRICE)
S4	596	(FUTURE) (3W) PROFIT? ?
S5	0	S1(S)S2(S)S3(S)S4
S6	0	S1(3S)S2(3S)S3(3S)S4
S7	0	S1(2S)S2(2S)S4
S8	3	S1 AND S2 AND S3 AND S4

? rd

...completed examining records

S9 3 RD (unique items)

? t9/3,k/all

9/3,K/1 (Item 1 from file: 13)

DIALOG(R)File 13:BAMP

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1097307 Supplier Number: 01681292 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Lao: a new item on the agenda?**

(Lao People's Democratic Republic government actively promoting foreign  
investment)

Article Author(s): Fisher, John; Mumby, Van

International Tax Review, v 9, n 8, p 64-66

September 1998

DOCUMENT TYPE: Journal (United Kingdom)

LANGUAGE: English RECORD TYPE: Fulltext; Abstract

WORD COUNT: 1865

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...patents and equipment. The local investors may provide capital in  
foreign currency, natural resources, land **use** and **equipment** ; and

\* wholly foreign-owned enterprise -- the foreign party has control over the  
management and operations...no reference to the profits tax treatment of  
foreign exchange differences or costs of financing.

**Profits** tax is **determined** on a calendar year basis and is generally  
payable quarterly in advance with finalization occurring...

...of the first year). Any profits tax overpaid can be carried forward for  
deduction against **future profits** tax liabilities. There is no provision  
in the tax law for a refund of profits...

...the Tax Law or Decree that address capital gains, corporate residency,  
source, thin capitalization, transfer **pricing** or permanent establishment.

Search Report from Ginger R. DeMille

There are no provisions that would subject to tax a foreign company...

9/3,K/2 (Item 1 from file: 75)

DIALOG(R)File 75:TGG Management Contents(R)  
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00236182 SUPPLIER NUMBER: 62738292 (USE FORMAT 7 FOR FULL TEXT)  
**Valuing Business Goodwill Loss in Eminent Domain Cases.(compensation for  
condemned government property)**  
Trout, Robert R.  
Appraisal Journal, 68, 2, 171  
April, 2000  
ISSN: 0003-7087 LANGUAGE: English RECORD TYPE: Fulltext  
WORD COUNT: 5126 LINE COUNT: 00404

... but not always identical with, a loss of business profits. Past profits and expectation of **future profits** primarily **determine** total business value, and therefore determine business goodwill.

The value of business goodwill can be...9) Another popular method for estimating a discount rate is to use the Capital Asset **Pricing** Model (CAPM). This model was developed through the influence and work of several Nobel-prize...compared with the actual deposit levels in Figure 2. Once the loss of deposits was **determined**, **profits** and reduced business goodwill value were estimated using standard financial accounting and valuation tools.

The...

...pre-tax revenues amounted to \$298,000. The second method for estimating lost revenues involved **using** gallons of **gas** sold as the dependent variable in a statistical time-series model. The estimated lost gallons...

9/3,K/3 (Item 2 from file: 75)

DIALOG(R)File 75:TGG Management Contents(R)  
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00173461 SUPPLIER NUMBER: 15499893 (USE FORMAT 7 FOR FULL TEXT)  
**Mastering the mix: do advertising, promotion, and sales force activities  
lead to differentiation? (includes appendix) (Special Issue on Brand  
Management)**  
Boulding, William; Lee, Eunkyue; Staelin, Richard  
Journal of Marketing Research, v31, n2, p159(14)  
May, 1994  
ISSN: 0022-2437 LANGUAGE: English RECORD TYPE: Fulltext; Abstract  
WORD COUNT: 11389 LINE COUNT: 00981

... Jacobson 1990).

In our approach, we address the causality, unobserved variables, and generalizability problems by **using** a **database** that is both longitudinal and cross-sectional. The longitudinal aspect of the data enables us...Delta  
P |center dot

P/Q,

and Q is quantity.

Thus, for firms in equilibrium, **determining** their **price** elasticity provides a direct measure of their degree of differentiation.(2)  
Consequently, a firm with...discuss our data, we do not observe the actual content of the ads, only the **pricing** strategy of the firm. We use as our proxy for nonprice advertising the fact that...

...our discussion has concentrated on nonprice advertising. We next

Search Report from Ginger R. DeMille

consider what happens when a firm **decides** to "compete on **price**" by making the price attribute more salient.(4) Can such a firm increase its differentiation...the firm's price elasticity. We start with the observation that promotional activities primarily communicate **pricing** information, that is, price reductions. We next consider the implications of this message for firms...t.

For firms with lower price policies, the degree of effectiveness depends on whether the **pricing** communications are viewed to be positive and unique. As noted before, we assume the sales...

...provides a summary of these beliefs and the resulting testable predictions.

DATA AND MODEL

We **use** the PIMS **database** to test our hypotheses. The cross-sectional aspect of the database enables us to develop...consider fully intertemporal issues in profit maximization. Thus, for example, it is possible for a **profit**-maximizing firm to **determine** that its optimal decision is to increase its promotion expenditures in period t to enhance

...estimation by limiting our sample to observations in which the business unit maintains the same **pricing** policy (i.e., above versus average or below) at times t and t-1. Furthermore...

...price sensitivity, because both desirability and price sensitivity affect the firm's ability to earn **future profits**. Therefore, managers should not isolate their attention on shifts in demand. Instead, as we show

...to evaluate advertising effects relative to promotion effects. Our results, however, imply that for firms **pricing** above the industry average current advertising (and sales force) activities increase future differentiation and decrease...

?

Search Report from Ginger R. DeMille

? show files;ds

File 13:BAMP 2004/Apr W1

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File 75:TGG Management Contents(R) 86-2004/Apr W2

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File 95:TEME-Technology & Management 1989-2004/Apr W1

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Set	Items	Description
S1	3369	(ESTIMAT? OR CALCULAT? OR DETERMIN? OR ANALYS? OR ANALYZ? - OR COMPUTE OR COMPUTING OR COMPUTES OR COMPUTED) (5N) (PROFIT? - ?)
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...completed examining records

S9 3 RD (unique items)

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9/3,K/1 (Item 1 from file: 13)

DIALOG(R)File 13:BAMP

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Appraisal Journal, 68, 2, 171  
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**9/3,K/3 (Item 2 from file: 75)**

DIALOG(R)File 75:TGG Management Contents(R)  
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Search Report from Ginger R. DeMille

consider what happens when a firm **decides** to "compete on **price**" by making the price attribute more salient.(4) Can such a firm increase its differentiation...the firm's price elasticity. We start with the observation that promotional activities primarily communicate **pricing** information, that is, price reductions. We next consider the implications of this message for firms...t.

For firms with lower price policies, the degree of effectiveness depends on whether the **pricing** communications are viewed to be positive and unique. As noted before, we assume the sales...

...provides a summary of these beliefs and the resulting testable predictions.

DATA AND MODEL

We **use** the PIMS **database** to test our hypotheses. The cross-sectional aspect of the database enables us to develop...consider fully intertemporal issues in profit maximization. Thus, for example, it is possible for a **profit** -maximizing firm to **determine** that its optimal decision is to increase its promotion expenditures in period t to enhance

...estimation by limiting our sample to observations in which the business unit maintains the same **pricing** policy (i.e., above versus average or below) at times t and t-1. Furthermore...

...price sensitivity, because both desirability and price sensitivity affect the firm's ability to earn **future profits**. Therefore, managers should not isolate their attention on shifts in demand. Instead, as we show

...to evaluate advertising effects relative to promotion effects. Our results, however, imply that for firms **pricing** above the industry average current advertising (and sales force) activities increase future differentiation and decrease...

?

# Search Report from Ginger R. DeMille

? show files;ds

File 2:INSPEC 1969-2004/Apr W2  
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 File 475:Wall Street Journal Abs 1973-2004/Apr 20  
 (c) 2004 The New York Times  
 File 583:Gale Group Globalbase(TM) 1986-2002/Dec 13  
 (c) 2002 The Gale Group

Set	Items	Description
S1	6894	(ESTIMAT? OR CALCULAT? OR DETERMIN? OR ANALYS? OR ANALYZ? - OR COMPUTE OR COMPUTING OR COMPUTES OR COMPUTED) (5N) (PROFIT? - ?)
S2	110766	(USE OR USAGE OR CONSUMPTION OR USING) (2W) (DEVICE OR SERVICE OR ENERGY OR EQUIPMENT OR COMPUTER OR DATABASE OR UTILITIES OR ELECTRICITY OR GAS) OR (ENERGY OR EQUIPMENT OR COMPUTER OR DATABASE OR UTILITIES OR ELECTRICITY OR GAS) () (USE ...
S3	45372	PRICING OR (DETERMIN? OR DECID? OR CALCULAT?) (3W) (CHARGE OR PRICE)
S4	616	(FUTURE) (3W) PROFIT? ?
S5	0	S1 AND S2 AND S3 AND S4
S6	2	S1 AND S2 AND S3
S7	29	S1 AND S2
S8	216	S1 AND S3
S9	2	S7 AND S8
S10	1	S2 AND S4
S11	30	S6 OR S7 OR S9:S10
S12	29	RD (unique items)

? t12/3,k/all

12/3,K/1 (Item 1 from file: 2)

DIALOG(R)File 2:INSPEC

(c) 2004 Institution of Electrical Engineers. All rts. reserv.

7527294 INSPEC Abstract Number: B2003-03-8110B-045

**Title: Method of reactive power optimization in power market**

Author(s): Tan Lunnong; Zhang Baohui; Duan Jiandong

Author Affiliation: Sch. of Electr. Eng., Xi'an Jiaotong Univ., China

Journal: Journal of Xi'an Jiaotong University vol.36, no.10 p. 996-9, 1040

Publisher: Editorial Board J. of Xi'an Jiaotong Univ,

Publication Date: Oct. 2002 Country of Publication: China

CODEN: HCTPDW ISSN: 0253-987X

SICI: 0253-987X(200210)36:10L.996:MRPO;1-U

Material Identity Number: N979-2002-005

Language: Chinese

Subfile: B

Copyright 2003, IEE

...Abstract: view of the problem that the goal of reactive power

optimization is transferred from minimizing **consumption** of prime **energy** to maximizing economic **profits**, and based on the **analysis** of power exchange, it is proposed that, in the power market environment, the payment of...

12/3,K/2 (Item 2 from file: 2)

DIALOG(R)File 2:INSPEC

(c) 2004 Institution of Electrical Engineers. All rts. reserv.

5604292 INSPEC Abstract Number: C9707-7450-048

**Title: Implementation of novel processes in existing process networks: evaluation of the industrial production of C/sub 4/ chemicals by optimization**

Author(s): Dijkema, G.P.J.; Steenkamp, E.M.; Verheijen, P.J.T.

Author Affiliation: Dept. of Syst. Eng., Delft Univ. of Technol., Netherlands

Journal: Computers & Chemical Engineering Conference Title: Comput. Chem. Eng. (UK) vol.21, suppl.issue p.S493-8

Publisher: Elsevier,

Publication Date: 1997 Country of Publication: UK

CODEN: CCENDW ISSN: 0098-1354

SICI: 0098-1354(1997)21+L.s493:INPE;1-J

Material Identity Number: C207-97006

U.S. Copyright Clearance Center Code: 0098-1354/97/\$17.00+0.00

Conference Title: Joint 6th International Symposium on Process Systems Engineering and 30th European Symposium on Computer Aided Process Engineering. PSE '97-ESCAPE-7

Conference Date: 25-29 May 1997 Conference Location: Trondheim, Norway

Language: English

Subfile: C

Copyright 1997, IEE

...Abstract: network has substantial flexibility with respect to total mass use, but almost none when total **energy usage** is considered. Some novel processes therefore may not be implemented if **profits** are largely **determined** by total cost of feedstock.

...Identifiers: total **energy usage** ;

12/3,K/3 (Item 3 from file: 2)

DIALOG(R)File 2:INSPEC

(c) 2004 Institution of Electrical Engineers. All rts. reserv.

5068910

**Title: Technology: the best remedy**

Author(s): Dellecave, T., Jr.

Journal: InformationWEEK no.545 p.126, 128, 130

Publication Date: 18 Sept. 1995 Country of Publication: USA

CODEN: INFWE4 ISSN: 8750-6874

Language: English

Subfile: D

Copyright 1995, IEE

Abstract: Client-server technology is the key to maintaining healthy **profits**. From client-server **computing** to document imaging to wireless technology health-care providers and suppliers are exploring ways to...

... care product suppliers have learned that success requires a commitment to technology. One key is **using computer** systems that integrate easily



with those of customers. As IT continues to bring the pieces...

**12/3,K/4 (Item 4 from file: 2)**

DIALOG(R)File 2:INSPEC

(c) 2004 Institution of Electrical Engineers. All rts. reserv.

03444265 INSPEC Abstract Number: B89058937, C89053949

**Title: Rationalising the control of industrial consumers**

Author(s): Kesel'brenner, L.Ya.

Author Affiliation: North-Osetinsk State Univ., USSR

Journal: Izvestiya Vysshikh Uchebnykh Zavedenii, Energetika no.3 p.  
63-4

Publication Date: March 1989 Country of Publication: Byelorussian SSR,  
USSR

CODEN: IVZEAY ISSN: 0579-2983

Language: Russian

Subfile: B C

Abstract: The problems of maximising the **use** of limited **energy** resources are set out in a nontraditional way in order to find a nontraditional approach...

... of industrial demand. The method is based on a criterion of economy, in which the **calculated profit** of the factories, less the cost of meeting the energy demand, is maximised.

**12/3,K/5 (Item 5 from file: 2)**

DIALOG(R)File 2:INSPEC

(c) 2004 Institution of Electrical Engineers. All rts. reserv.

02557621 INSPEC Abstract Number: D86000133

**Title: Using the relational database**

Author(s): Smith, J.F.; Mofti, A.

Journal: Management Accounting vol.67, no.4 p.43-50, 54

Publication Date: Oct. 1985 Country of Publication: USA

CODEN: MGACBD ISSN: 0025-1690

Language: English

Subfile: D

**Title: Using the relational database**

...Abstract: tool in any of these functions. The information demands of managers may include cost-volume- **profit analyses** for new and existing products, present value analyses of capital budgeting proposals, development of current...

**12/3,K/6 (Item 6 from file: 2)**

DIALOG(R)File 2:INSPEC

(c) 2004 Institution of Electrical Engineers. All rts. reserv.

02386220 INSPEC Abstract Number: C85008885

**Title: Planning, prices and productivity**

Author(s): Enke, E.; Duserick, F.; Sullivan, D.; Molinaro, M.

Author Affiliation: Alfred Univ., New York, NY, USA

Conference Title: Proceedings of the 16th Annual Meeting of the American  
Institute for Decision Sciences p.27

Publisher: American Inst. Decision Sci, Atlanta, GA, USA

Publication Date: 1984 Country of Publication: USA xvii+817 pp.

Search Report from Ginger R. DeMille

Conference Date: 5-7 Nov. 1984      Conference Location: Toronto, Ont.,  
Canada  
Language: English  
Subfile: C

...Abstract: decisions in the long term profitability rate. The model, by stressing the factors of product **pricing**, product enhancement, and productivity, emphasizes the factors over which management has the most control. Using a **computer** spreadsheet, inflation-adjusted **profits** are **determined** by quantifying and projecting the impact of **pricing** decisions, inflation assumptions, and productivity plans over the time frame of the long range plan.

...Identifiers: product **pricing**; ...  
... **pricing** decisions

**12/3,K/7**      (**Item 7 from file: 2**)  
DIALOG(R)File 2:INSPEC  
(c) 2004 Institution of Electrical Engineers. All rts. reserv.

02091892      INSPEC Abstract Number: C83031457, D83000422  
**Title: Word processing takes off at Paragon Aviation**  
Journal: Office Administration and Automation      vol.44, no.5      p.44, 48  
Publication Date: May 1983      Country of Publication: USA  
CODEN: OAAUDF      ISSN: 0745-4325  
Language: English  
Subfile: C D

...Abstract: much larger system without custom-designed programming. A key strategy in Paragon's business is **using** its **database**, stored on a DECmate I text-editing machine, to quickly match its customers' requirements with...

... Besides word processing, the DECmate I runs financial modelling programs. These are used to perform **profit** and loss **analyses**, as well as to check equity ratios, interest rates, and other factors that can affect...

**12/3,K/8**      (**Item 8 from file: 2**)  
DIALOG(R)File 2:INSPEC  
(c) 2004 Institution of Electrical Engineers. All rts. reserv.

01222878      INSPEC Abstract Number: C78018678  
**Title: Make the best use of time**  
Journal: Computer Management      p.31, 35-6  
Publication Date: April 1978      Country of Publication: UK  
CODEN: CPMGA3      ISSN: 0010-4639  
Language: English  
Subfile: C

...Abstract: inhouse computers by giving departmental managers tools to help their decision making. One large company **estimated** that it made a **profit** of about Pounds 3 million from an outlay of Pounds 12,000 through **using** a timesharing **service**.

**12/3,K/9**      (**Item 1 from file: 35**)  
DIALOG(R)File 35:Dissertation Abs Online  
(c) 2004 ProQuest Info&Learning. All rts. reserv.

01956973 ORDER NO: AADAA-I3095457

**Efficient resource management in multimedia streaming networks**

Author: Dong, Yingfei

Degree: Ph.D.

Year: 2003

Corporate Source/Institution: University of Minnesota (0130)

Source: VOLUME 64/06-B OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 2748. 156 PAGES

...and simulation, we have shown that our approach has remarkable advantages in minimizing the bandwidth **consumption** of VOD **service** on BCNs. Furthermore, we design two *adaptation algorithms* which not only keep bandwidth...

...and the blocking probability of videos, and design a video assignment mechanism to maximize system **profits**.

We also present a formal **analysis** of the upstream scheduling of BCNs, identify important relations among scheduling parameters, and formulate an...

12/3,K/10 (Item 2 from file: 35)

DIALOG(R)File 35:Dissertation Abs Online

(c) 2004 ProQuest Info&Learning. All rts. reserv.

01932907 ORDER NO: AADAA-I3080474

**Does excessive debt discourage foreign direct investment in highly indebted poor countries?**

Author: Warburton, Christopher Ebum Samuel

Degree: Ph.D.

Year: 2003

Corporate Source/Institution: Fordham University (0072)

Source: VOLUME 64/02-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 587. 92 PAGES

...debt overhang literature has also viewed uncertain future debt payments as an implicit tax on **future profits**, and therefore a disincentive to new private investment, or procurement of earnings. For the most part, **using a database** assembled Mody and Murshid (2002), I examine the impact of indebtedness on FDI flows, to...

12/3,K/11 (Item 3 from file: 35)

DIALOG(R)File 35:Dissertation Abs Online

(c) 2004 ProQuest Info&Learning. All rts. reserv.

01660740 ORDER NO: AAD99-03177

**MEXICAN, UNITED STATES, AND TEXAS AGRICULTURAL TRADE**

Author: NKUNZIMANA, SALVATOR

Degree: PH.D.

Year: 1998

Corporate Source/Institution: TEXAS A&M UNIVERSITY (0803)

Source: VOLUME 59/08-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 3117. 191 PAGES

...liberalization on Mexican, U.S., and Texas agricultural sectors are examined using the empirical models **estimated** using the restricted **profit** dual approach.

Policy simulations of the implementation of the GATT minimum tariff

provisions by Mexico...

...employed labor wage quasi-fixed, trade liberalization policies could substantially increase Texas exports, chemical and **energy use**, capital investment, self-employed labor wage, and farm net returns. Under these same assumptions, these...

12/3,K/12 (Item 4 from file: 35)  
DIALOG(R)File 35:Dissertation Abs Online  
(c) 2004 ProQuest Info&Learning. All rts. reserv.

01649649 ORDER NO: AAD98-38191  
**REGULATORY POLICY ANALYSIS AND DISCOURSE: ASSESSING THE NEED FOR KNOWLEDGE ORGANIZATION, MANAGEMENT, AND TRANSFER (PUBLIC POLICY ANALYSIS, ENVIRONMENTAL POLICY, KNOWLEDGE MANAGEMENT)**  
Author: ALTMAN, TRACY ALLISON  
Degree: PH.D.  
Year: 1998  
Corporate Source/Institution: UNIVERSITY OF COLORADO AT DENVER GRADUATE SCHOOL OF PUBLIC AFFAIRS (0765)  
Source: VOLUME 59/06-A OF DISSERTATION ABSTRACTS INTERNATIONAL.  
PAGE 2180. 228 PAGES

...of co-citation among the various contributions.  
Five hypotheses were tested; descriptive statistics were developed **using database** queries. Results show that participants contribute in many forums, invoking a variety of threats, but...

...knowledge organization and coordination between decision-makers, practitioners, and researchers; between public, private, and non-**profit** entities; and among **analysts** working in different disciplines or organizations.

12/3,K/13 (Item 5 from file: 35)  
DIALOG(R)File 35:Dissertation Abs Online  
(c) 2004 ProQuest Info&Learning. All rts. reserv.

01563301 ORDER NO: AAD97-19378  
**PRIORITY SYSTEMS FOR MARINE INTERMODAL CONTAINERS (CONTAINER TRANSPORTATION, AUTOMATIC EQUIPMENT IDENTIFICATION)**  
Author: HOLGUIN-VERAS, JOSE  
Degree: PH.D.  
Year: 1996  
Corporate Source/Institution: THE UNIVERSITY OF TEXAS AT AUSTIN (0227)  
Source: VOLUME 58/01-B OF DISSERTATION ABSTRACTS INTERNATIONAL.  
PAGE 317. 214 PAGES

...ports where network effects are not considered. Three major study areas are considered: information systems, **pricing**, and performance analysis. The information technology analysis is comprised of several parts. First, idealized import...

...the possible impacts on priority systems implementations are estimated. Specifically, the advantages and disadvantages of **using Automatic Equipment Identification (AEI)** devices and electronic tags are discussed.

The second study area targeted the determination of the optimal yard allocation, and the corresponding storage **pricing**. The different priority levels were characterized in terms of their fundamental economic

characteristics. The proposed approach frames the **pricing** problem as a capacity constrained process in which the decision variables are the number of spaces allocated to each priority and its corresponding set of storage charges. Two **pricing** policies, i.e., welfare maximization and **profit** maximization, are **analyzed**. The maximization problem is solved using the Karush-Kuhn-Tucker conditions, subject to the capacity...

12/3,K/14 (Item 6 from file: 35)

DIALOG(R)File 35:Dissertation Abs Online

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01541677 ORDER NO: AAD97-14461

**ESTIMATION OF FLOUR MILL OPERATIONS USING COMPUTER SIMULATION (WHEAT BLENDS, KOREA)**

Author: KIM, YANGSOO

Degree: PH.D.

Year: 1996

Corporate Source/Institution: KANSAS STATE UNIVERSITY (0100)

Source: VOLUME 57/11-B OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 6678. 259 PAGES

**ESTIMATION OF FLOUR MILL OPERATIONS USING COMPUTER SIMULATION (WHEAT BLENDS, KOREA)**

...one for the scheduling of milling operations (Mill Operation Simulation Model, MOSM). The WEEM can **estimate** the relative **profit** made by using different wheats in a blend, based on selecting the best possible wheat...

12/3,K/15 (Item 7 from file: 35)

DIALOG(R)File 35:Dissertation Abs Online

(c) 2004 ProQuest Info&Learning. All rts. reserv.

01469750 ORDER NO: AADAA-I9606226

**HYPER AUTOMATED ESTIMATING SUPPORT SYSTEM (CONSTRUCTION)**

Author: ALNAJJAR, AHMAD

Degree: PH.D.

Year: 1995

Corporate Source/Institution: ILLINOIS INSTITUTE OF TECHNOLOGY (0091)

Source: VOLUME 56/11-B OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 6266. 461 PAGES

...is the basis for bid submittal which will aid the contractor in achieving a substantial **profit**.

**Estimators** have plenty of cost **estimating** programs to assist them in the take off and estimating process, but they lack a...

...new way of organizing and accessing information that could affect all forms of computer and **database use**. Hyper System offers highly effective fundamental changes in the way that data is stored and...

12/3,K/16 (Item 8 from file: 35)

DIALOG(R)File 35:Dissertation Abs Online

(c) 2004 ProQuest Info&Learning. All rts. reserv.

01450324 ORDER NO: AADAA-I9543449

**PRIVATIZATION IN NINE URBAN PUBLIC SCHOOLS: A CASE STUDY OF "CONTRACTING**

**OUT" IN BALTIMORE (URBAN EDUCATION, MARYLAND)**

Author: AYERS, BARBARA SPENCER  
Degree: ED.D.  
Year: 1995  
Corporate Source/Institution: FORDHAM UNIVERSITY (0072)  
Source: VOLUME 56/08-A OF DISSERTATION ABSTRACTS INTERNATIONAL.  
PAGE 2941. 205 PAGES

The purpose of this study was to provide an **analysis** of a private for-**profit** company management of several public schools in Baltimore. The study investigated why the public sector...

...teaching methods were dramatically altered from teacher-centered methods to student-centered methods and high **usage** of **computer** -assisted instruction. Maintenance of the schools was dramatically improved and a computer-based management system...

**12/3,K/17 (Item 9 from file: 35)**

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01220167 ORDER NO: AAD92-15417

**THE STRUCTURE OF DAIRY PRODUCTION TECHNOLOGY: A PROFIT FUNCTION APPROACH**

Author: QUIROGA, RICARDO ERIC  
Degree: PH.D.  
Year: 1991  
Corporate Source/Institution: THE UNIVERSITY OF CONNECTICUT (0056)  
Source: VOLUME 53/01-A OF DISSERTATION ABSTRACTS INTERNATIONAL.  
PAGE 242. 217 PAGES

...evaluates the structure of dairy production technology using farm-level data for Vermont. A restricted **profit** function approach is used to **analyze** short-run and long-run adjustments in dairy production. A multioutput measure of technological change...

...in productivity growth. Technological change was found to be concentrate feed, forage and hired labor **using**, and **energy** saving.

An analysis of sources of output growth reveals that herd size adjustments and technological...

**12/3,K/18 (Item 10 from file: 35)**

DIALOG(R)File 35:Dissertation Abs Online  
(c) 2004 ProQuest Info&Learning. All rts. reserv.

01216106 ORDER NO: NOT AVAILABLE FROM UNIVERSITY MICROFILMS INT'L.

**A MODEL OF THE AUTOMOBILE MARKET**

Author: YEE, JET  
Degree: PH.D.  
Year: 1988  
Corporate Source/Institution: MASSACHUSETTS INSTITUTE OF TECHNOLOGY (0753)  
Source: VOLUME 52/12-A OF DISSERTATION ABSTRACTS INTERNATIONAL.  
PAGE 4418.

...to the automobile have been enacted to control the undesirable side effects associated with automobile **use** such as **energy** consumption and environmental pollution. Most public policies are applied to new cars only. Automobiles are...

...new car price to be exogenous. Instead we estimate a model of new car price **determination** based on the assumption of **profit** maximization by automobile producers. (3) We explicitly recognize the product heterogeneity of automobiles by taking...

12/3,K/19 (Item 11 from file: 35)  
DIALOG(R)File 35:Dissertation Abs Online  
(c) 2004 ProQuest Info&Learning. All rts. reserv.

807897 ORDER NO: AAD83-08751

**EFFECTS OF THE CRUDE OIL WINDFALL PROFITS TAX**

Author: LACKO, JAMES MICHAEL  
Degree: PH.D.  
Year: 1982  
Corporate Source/Institution: UNIVERSITY OF MARYLAND (0117)  
Source: VOLUME 43/12-A OF DISSERTATION ABSTRACTS INTERNATIONAL.  
PAGE 3978. 124 PAGES

...The effect of the tax is analyzed theoretically under a variety of assumptions, and empirically using **computer** simulation.

The tax is first analyzed with a model which assumes a competitive industry, constant...

...three of these sections, the effect of an excise tax, a subsidy, and a normal **profits** tax are also examined, since **analysis** of the effects of taxation under these assumptions does not appear elsewhere in the natural ...

12/3,K/20 (Item 1 from file: 99)  
DIALOG(R)File 99:Wilson Appl. Sci & Tech Abs  
(c) 2004 The HW Wilson Co. All rts. reserv.

2429282 H.W. WILSON RECORD NUMBER: BAST02102519

**Why use estimating software?**

Allen, Lee;  
Manufacturing Engineering v. 127 no6 (Dec. 2001) p. 42-48, 50-52  
DOCUMENT TYPE: Feature Article ISSN: 0361-0853

ABSTRACT: The decision to acquire estimating software may turn an **estimating** department into a **profit** center. With **estimating** software there is an immediate negative cash flow; however, there is a positive cash flow...

...value of time, reviewing cost reduction/cost avoidance, and seeing marketing's role in the **use** of **computer** -aided estimating software.

12/3,K/21 (Item 1 from file: 583)  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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09906549

**ANALYSIS** : Convenience Stores Now Focused On **Profit** , Not Size  
Japan: Convenience stores eyeing more profits  
Nikkei Net Interactive (ATM) 16 Oct 2002 NihonKeizai Shimbun Online  
Language: ENGLISH

**ANALYSIS** : Convenience Stores Now Focused On **Profit** , Not Size

EVENT: Market & Industry NewsSales & **Consumption**

12/3,K/22 (Item 2 from file: 583)

DIALOG(R)File 583:Gale Group Globalbase(TM)

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09831573

Japanese refiners scramble to cut surplus

Japan: Local refiners facing oversupply of fuel oil

Oil & Gas News (XDB) 22-28 Jul 2002

Language: ENGLISH

... China and to upgrade their smaller subsidiaries to produce kerosene and gasoline, which have higher **profit** margin. **Analysts** , however, are pessimistic about the upgrading of local refiners' subsidiaries due to the substantial costs...

EVENT: Market & Industry NewsSales & ConsumptionCapital ExpenditureUse  
of Materials & Supplies

12/3,K/23 (Item 3 from file: 583)

DIALOG(R)File 583:Gale Group Globalbase(TM)

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09394895

TNB records higher earnings

MALAYSIA: TNB BOOKS 55.8% RISE IN PRE-TAX PROFIT

New Straits Times (XAS) 01 Nov 2000 p.21

Language: ENGLISH

... bn in the same period. In the preceding corresponding period, TNB's group pre-tax **profit** was **calculated** at RM 977.8 mn. The firm's earnings per share also rose from RM 0.249 to RM 0.429. The utility major's net **profit** was **calculated** at RM 1.33 bn in the reviewed period. The improved financial performance was also attributed to the shift from crude oil **usage** to natural **gas** . A major portion of its increased power sales was contributed by the commercial and industrial...

12/3,K/24 (Item 4 from file: 583)

DIALOG(R)File 583:Gale Group Globalbase(TM)

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09322552

China's industries thriving

CHINA: PROFIT FOR INDUSTRIAL FIRMS SOARS

Xinhua (XKS) 09 Jul 2000 Online

Language: ENGLISH

...0% run firms Value of export 504.3 +26.9% The table below shows the **estimated profit** of industrial companies during the year of 2000:  
Table: Forecasted profit of industrial Companies Figures...

EVENT: Sales & **Consumption**



Search Report from Ginger R. DeMille

12/3,K/25 (Item 5 from file: 583)

DIALOG(R)File 583:Gale Group Globalbase(TM)  
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06505034

Computing recruiter predicts IT staff surge

UK: WALTERS ANNOUNCES EARNINGS SURGE

Daily Telegraph (DT) 08 Aug 1997 p.35

Language: ENGLISH

... as well as an ambitious recruitment programme. The UK recruitment agency, specialising in finance and **computing** services, reported pre-tax **profits** during this period of GBt 3.3mn, almost twice the level achieved in 1996. The...

EVENT: Sales & Consumption

12/3,K/26 (Item 6 from file: 583)

DIALOG(R)File 583:Gale Group Globalbase(TM)  
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06255245

PARTNERS ACCELERE APRES UN TOURNANT

BELGIUM: PARTNERS AMBITIONS IN DIRECT INSURANCE

L'Echo (EB) 18 Jan 1996 p.6

Language: FRENCH

...in 1986. Profits should be increased in the years to come (to begin with an **estimated** net **profit** of some BFr 10mn in 1996) as the firm is taking advantage of growing demand...

EVENT: Sales & Consumption

12/3,K/27 (Item 7 from file: 583)

DIALOG(R)File 583:Gale Group Globalbase(TM)  
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06087711

New software to speed up Bank Islam loans

MALAYSIA: BANK ISLAM TO USE ISLAMIC BANKING SYS

The Star (XAT) 09 Dec 1994 Business, p.11

Language: ENGLISH

... Unix-based software for Islamic banks. The system will offer clients fast service through automatic **profit**, discounts and rebates **calculation** functions. The system is currently under testing at the bank's EDP department **using** Digital **Equipment** Alpha station. However, hardware platform to be used is still under evaluations.

12/3,K/28 (Item 8 from file: 583)

DIALOG(R)File 583:Gale Group Globalbase(TM)  
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05896023

ESB: THE 1.2BN CHALLENGE

IRELAND: ESB TO INVEST IRP 1.32BN OVER FIVE YEARS

Business & Finance (BAF) 16 Sep 1993 p.10

Search Report from Ginger R. DeMille

Language: ENGLISH

... has total gross assets worth IRP 2.06bn. The return on these assets is 7%. **Consumption** of **electricity** in Ireland rose by 4.1% in 1992. The company is being forced to invest...

... company because a large amount is set aside each year to cover borrowings before the **profit** is **calculated**. The EC is expected to shortly introduce measures to allow any company to build a...

12/3,K/29 (Item 9 from file: 583)

DIALOG(R) File 583:Gale Group Globalbase(TM)

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02460067

ELECTRICITY CONSUMPTION INCREASES 5.1% IN 1988

SPAIN - ELECTRICITY CONSUMPTION INCREASES 5.1% IN 1988

Cinco Dias (CDS) 25 January 1989 p5

Language: Spanish

In 1988 **consumption** of **electricity** increased 5.1% to 117,750 mil KWh, with total production increasing 4.4% to 139,010 mil KWh. Increased consumption has led to electricity utilities **estimating** an increase in **profit** of 50.5% to Pta146 bil for 1988.

?

Search Report from Ginger R. DeMille

? show files;ds

File 350:Derwent WPIX 1963-2004/UD,UM &UP=200425

(c) 2004 Thomson Derwent

File 344:Chinese Patents Abs Aug 1985-2004/Mar

(c) 2004 European Patent Office

File 347:JAPIO Nov 1976-2003/Dec(Updated 040402)

(c) 2004 JPO & JAPIO

File 371:French Patents 1961-2002/BOPI 200209

(c) 2002 INPI. All rts. reserv.

Set	Items	Description
S1	560	(ESTIMAT? OR CALCULAT? OR DETERMIN? OR ANALYS? OR ANALYZ? - OR COMPUTE OR COMPUTING OR COMPUTES OR COMPUTED) (5N) (PROFIT? - ?)
S2	209809	(USE OR USAGE OR CONSUMPTION OR USING) (2W) (DEVICE OR SERVICE OR ENERGY OR EQUIPMENT OR COMPUTER OR DATABASE OR UTILITIES OR ELECTRICITY OR GAS) OR (ENERGY OR EQUIPMENT OR COMPUTER OR DATABASE OR UTILITIES OR ELECTRICITY OR GAS) ( ) (USE ...
S3	6860	PRICING OR (DETERMIN? OR DECID? OR CALCULAT?) (3W) (CHARGE OR PRICE)
S4	18	(FUTURE) (3W) PROFIT? ?
S5	0	S1 AND S2 AND S3 AND S4
S6	15	S1 AND S2
S7	0	S3 AND S4
S8	42	S1 AND S3
S9	0	S2 AND S8
S10	57	S6 OR S8

? t10/3,k/all

10/3,K/1 (Item 1 from file: 350)

DIALOG(R)File 350:Derwent WPIX

(c) 2004 Thomson Derwent. All rts. reserv.

016104434 \*\*Image available\*\*

WPI Acc No: 2004-262310/200425

XRPX Acc No: N04-208467

**Communication service expense distribution system for block of flats, calculates communication service's reduction charge and equipment owner's burden charge, and outputs calculated charges**

Patent Assignee: INFRANET JAPAN KK (INFR-N)

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 2004080242	A	20040311	JP 2002236358	A	20020814	200425 B

Priority Applications (No Type Date): JP 2002236358 A 20020814

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
JP 2004080242	A		11	H04M-015/36	

Abstract (Basic):

... A calculation unit **calculates** a reduction **charge** based on communication service cost of communication equipment user e.g. tenant of flat. The burden charge of equipment owner (31) is **calculated** from reduction **charge** and communication service cost of user. The service cost information of user and burden charge...

... Both the communication equipment owner and user gets **profits** by **calculation** burden **charge**.

Search Report from Ginger R. DeMille

10/3,K/2 (Item 2 from file: 350)

DIALOG(R)File 350:Derwent WPIX

(c) 2004 Thomson Derwent. All rts. reserv.

016040927 \*\*Image available\*\*

WPI Acc No: 2004-198778/200419

XRPX Acc No: N04-157915

Real estate price calculation program has instructions for calculating income-and-expenditure data of real estate, based on real estate information, usage and usage period information of real estate

Patent Assignee: QUANTS RES KK (QUAN-N)

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 2004070535	A	20040304	JP 2002226737	A	20020802	200419 B

Priority Applications (No Type Date): JP 2002226737 A 20020802

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
JP 2004070535	A	14	G06F-017/60	

Abstract (Basic):

... For calculating price of real estate e.g. house...

...The price of real estate is calculated correctly based on profits produced by usage of the real estate...

10/3,K/3 (Item 3 from file: 350)

DIALOG(R)File 350:Derwent WPIX

(c) 2004 Thomson Derwent. All rts. reserv.

015929364 \*\*Image available\*\*

WPI Acc No: 2004-087205/200409

XRPX Acc No: N04-069880

Business support system e.g. for nuclear power plant, considers income/expenditure of marketer and production effluxion, to calculate financial flotation condition

Patent Assignee: NIPPON GENSHIRYOKU HATSUDEN (NIGE-N)

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 2004013347	A	20040115	JP 2002163419	A	20020604	200409 B

Priority Applications (No Type Date): JP 2002163419 A 20020604

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
JP 2004013347	A	35	G06F-017/60	

Abstract (Basic):

... The system receives input of specified profit data to compute goods production base cost of seller. The amount of discount on selling cost is determined based on market conditions, to calculate market price. The financial flotation condition for issuing financial policy, is calculated based on calculated production base...

10/3,K/4 (Item 4 from file: 350)

DIALOG(R)File 350:Derwent WPIX

Search Report from Ginger R. DeMille

(c) 2004 Thomson Derwent. All rts. reserv.

015899052      \*\*Image available\*\*

WPI Acc No: 2004-056891/200406

XRPX Acc No: N04-045992

**Stock risk management system for used car sales, calculates unrealized profit or loss in selling used car, based on calculated cost price and standard selling prices**

Patent Assignee: INOUE T (INOUE-I)

Number of Countries: 001    Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 2003345961	A	20031205	JP 2002150843	A	20020524	200406 B

Priority Applications (No Type Date): JP 2002150843 A 20020524

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
JP 2003345961	A		12	G06F-017/60	

**Stock risk management system for used car sales, calculates unrealized profit or loss in selling used car, based on calculated cost price and standard selling prices**

Abstract (Basic):

...      A cost calculation unit **calculates** a cost **price** of a used car. The retail and auction price calculation units calculate the respective standard selling prices in the retail and auction markets respectively. An unrealized **profit** and loss **calculation** unit **calculates** the unrealized **profit** or loss in selling the used car, based on the **calculated** cost **price** and standard selling prices.

**10/3,K/5      (Item 5 from file: 350)**

DIALOG(R)File 350:Derwent WPIX

(c) 2004 Thomson Derwent. All rts. reserv.

015716527      \*\*Image available\*\*

WPI Acc No: 2003-778727/200373

XRPX Acc No: N03-624152

**Suggested price estimation method for freight transportation services, involves calculating pricing reference values and suggesting final price equal to or greater than cost reference value**

Patent Assignee: BURTON V L (BURT-I); COUCH J R (COUC-I); PERRY N L (PERR-I); SCHOENLEBEN T J (SCHO-I); SHEFELBINE J L (SHEF-I); TILKA B R (TILK-I); TURRA M L (TURR-I)

Inventor: BURTON V L; COUCH J R; PERRY N L; SCHOENLEBEN T J; SHEFELBINE J L ; TILKA B R; TURRA M L

Number of Countries: 001    Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 20030191724	A1	20031009	US 2002116200	A	20020403	200373 B

Priority Applications (No Type Date): US 2002116200 A 20020403

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
US 20030191724	A1		15	G06G-007/00	

**Suggested price estimation method for freight transportation services, involves calculating pricing reference values and suggesting final price equal to or greater than cost reference value**

Abstract (Basic):

Search Report from Ginger R. DeMille

... The transport quantity, origin and destination data of each item are received. **Pricing** reference values including reference value representative of estimated price of a competitor and a reference value representative of costs, are **calculated**. The final **price** is suggested such that suggested price is equal to or greater than the reference value...

... An INDEPENDENT CLAIM is also included for computer system for **determining** suggested **price** for rail freight transportation services

...

...Maintains the competitiveness of price due to easy and flexible **calculation** of **pricing** reference values, thereby **profits** of both service provider and customer are promoted...

...The figure shows the flowchart indicating the **pricing** process...

10/3,K/6 (Item 6 from file: 350)  
DIALOG(R)File 350:Derwent WPIX  
(c) 2004 Thomson Derwent. All rts. reserv.

015649877 \*\*Image available\*\*  
WPI Acc No: 2003-712060/200367  
XRPX Acc No: N03-569603

**Business opportunity valuation method e.g. for investment opportunity involves selecting pricing strategy based on maximum market price and cost, to evaluate potential financial implications associated with the opportunity**

Patent Assignee: WINTHER K T (WINT-I)

Inventor: WINTHER K T

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 20030177056	A1	20030918	US 200297465	A	20020313	200367 B

Priority Applications (No Type Date): US 200297465 A 20020313

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
US 20030177056	A1		5 G06F-017/60	

**Business opportunity valuation method e.g. for investment opportunity involves selecting pricing strategy based on maximum market price and cost, to evaluate potential financial implications associated with...**

Abstract (Basic):

... maximum market price is estimated based on the discounted value and market power. The optimal **pricing** strategy is selected based on the maximum market price and cost, for evaluating potential financial

...

... business strategies are evaluated efficiently by analyzing the impact of different value net configurations. Thus, **profit** opportunity is easily **estimated** in an efficient manner...

...The figure shows an explanatory view of breakdown of value and **estimation** of **profit** opportunity...

10/3,K/7 (Item 7 from file: 350)  
DIALOG(R)File 350:Derwent WPIX  
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Search Report from Ginger R. DeMille

015551386      \*\*Image available\*\*

WPI Acc No: 2003-613541/200358

XRPX Acc No: N03-489658

**Land price calculation apparatus for lease of building e.g. office,  
calculates net profit and land price based on building attribute and  
lease information**

Patent Assignee: NIPPON TOCHI HYOKA SYSTEM KK (NITO-N)

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 2003233661	A	20030822	JP 200271046	A	20020206	200358 B

Priority Applications (No Type Date): JP 200271046 A 20020206

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
JP 2003233661	A	14	G06F-017/60	

**Land price calculation apparatus for lease of building e.g. office,  
calculates net profit and land price based on building attribute and  
lease information**

Abstract (Basic):

... construction and public announcement information, in response to  
input of land positional information. The net profit and land price  
are calculated based on building attribute and lease information.  
... For calculating price of land, to determine profit  
obtained by providing building such as office, store, residence, for  
lease...

10/3,K/8 (Item 8 from file: 350)

DIALOG(R)File 350:Derwent WPIX

(c) 2004 Thomson Derwent. All rts. reserv.

015531145      \*\*Image available\*\*

WPI Acc No: 2003-593295/200356

XRPX Acc No: N03-472725

**Industrialization simulation system for business applications, calculates  
cash flow in enterprise based on profit amount of specific product,  
prescribed condition data and capital investment**

Patent Assignee: FUJITSU LTD (FUIT )

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 2003216801	A	20030731	JP 20029403	A	20020118	200356 B

Priority Applications (No Type Date): JP 20029403 A 20020118

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
JP 2003216801	A	25	G06F-017/60	

Abstract (Basic):

... A calculation unit (2) calculates cost price of specific  
product manufactured in an enterprise, based on labor cost,  
installation, power and allocation expenses. The profit amount of  
product is detected, with respect to calculated price, depreciation  
cost of fixed property, fixed property tax. The cash flow in enterprise  
is calculated based on profit, prescribed condition data and  
capital investment of enterprise.  
... profit calculation unit (12)

10/3,K/9 (Item 9 from file: 350)

DIALOG(R)File 350:Derwent WPIX

(c) 2004 Thomson Derwent. All rts. reserv.

015531131 \*\*Image available\*\*

WPI Acc No: 2003-593281/200356

XRPX Acc No: N03-472711

**Building appraisal evaluation method for real estate business, involves estimating final quantitative number for each building using building and land rent value relation to estimate maximum profit price**

Patent Assignee: SUZUKI S (SUZU-I)

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 2003216716	A	20030731	JP 2002147105	A	20020522	200356 B

Priority Applications (No Type Date): JP 2001353505 A 20011119; JP 2001158180 A 20010528

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
JP 2003216716	A	22	G06F-017/60	

**... estimating final quantitative number for each building using building and land rent value relation to estimate maximum profit price**

Abstract (Basic):

... on the building and land rent values to derive total net return values. The actual **profit price** is **estimated** and maximum **profit price** with respect to the final quantitative number is displayed.

... For evaluating appraisal of buildings such as multi storeyed buildings **using computer** in real estate business like lease and selling...

...The figure shows a flowchart indicating **profit price calculating** procedure. (Drawing includes non-English language text...

10/3,K/10 (Item 10 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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015514650 \*\*Image available\*\*

WPI Acc No: 2003-576797/200354

XRPX Acc No: N03-458487

**Price sensitivity determination method for retail units, involves generating regression coefficient using time differences in profit/sale and price index**

Patent Assignee: KIEFER N M (KIEF-I)

Inventor: KIEFER N M

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 20030093313	A1	20030515	US 2001331213	P	20011113	200354 B
			US 2002292532	A	20021113	

Priority Applications (No Type Date): US 2001331213 P 20011113; US 2002292532 A 20021113

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
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Search Report from Ginger R. DeMille

US 20030093313 A1 6 G06F-017/60 Provisional application US 2001331213

Abstract (Basic):

... For **determining price** sensitivity e.g. prices, **profits**, sales, items being sold, quantity of items, time periods for **determining fixed weight price** index used for assisting gross **profit analysis** of retail units...

10/3,K/11 (Item 11 from file: 350)

DIALOG(R) File 350:Derwent WPIX

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015497046 \*\*Image available\*\*

WPI Acc No: 2003-559193/200352

XRPX Acc No: N03-444518

**Analyzing method for product sales strategies using archived sales data calculating an adjusted weekly sale value based on sales profile and analysis period**

Patent Assignee: ACCENTURE SERVICES LTD (ACCE-N)

Inventor: BLACKMORE K; GUPTA S E

Number of Countries: 101 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200354757	A2	20030703	WO 2002IB5584	A	20021223	200352 B

Priority Applications (No Type Date): US 200124526 A 20011221

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
WO 200354757	A2	E	59 G06F-017/60	

Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ OM PH PL PT RO RU SC SD SE SG SK SL TJ TM TN TR TT TZ UA UG UZ VC VN YU ZA ZM ZW

Designated States (Regional): AT BE BG CH CY CZ DE DK EA EE ES FI FR GB GH GM GR IE IT KE LS LU MC MW MZ NL OA PT SD SE SI SK SL SZ TR TZ UG ZM ZW

Abstract (Basic):

... analysis period. An uplifted sale value is calculated based on a selected uplift percentage. A **profit** is **calculated** based on the uplifted sale value and the adjusted weekly sale value.

... Accurately and reliably predicts the impact of **pricing** and promotional strategies on the sales of goods...

10/3,K/12 (Item 12 from file: 350)

DIALOG(R) File 350:Derwent WPIX

(c) 2004 Thomson Derwent. All rts. reserv.

015494735 \*\*Image available\*\*

WPI Acc No: 2003-556882/200352

XRPX Acc No: N03-442516

**Automated product category management tool in grocery stores, drug stores, receives data of product data set from user, and creates comparative analysis with respect to product pricing database**

Patent Assignee: KELLS D L (KELL-I); NELSON K W (NELS-I); THOMPSON L J (THOM-I); WEAVER C L (WEAV-I)

Inventor: KELLS D L; NELSON K W; THOMPSON L J; WEAVER C L

Search Report from Ginger R. DeMille

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 20030083925	A1	20030501	US 20012566	A	20011101	200352 B

Priority Applications (No Type Date): US 20012566 A 20011101

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
US 20030083925	A1	43	G06F-017/60	

... data of product data set from user, and creates comparative analysis  
with respect to product pricing database

Abstract (Basic):

... A database (14) stores distinct data sets containing **pricing**  
information on consumer products. An input module receives data from at  
least one product data...  
... product category analysis and report to consumers that is  
beneficial in providing product category assessment, **pricing** analysis  
and product placement **analysis**. Hence, increases **profits** of  
retailers and promotes product sales and distribution...

10/3,K/13 (Item 13 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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015486079 \*\*Image available\*\*

WPI Acc No: 2003-548226/200352

XRPX Acc No: N03-435552

**Optical network path price** determination **method involves** calculating  
**actual profit based on path price** calculated with respect to  
**difference between profit obtained by accommodating required optical**  
**paths and network cost**

Patent Assignee: DAINI DENDEN KK (DAIN-N)

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 2003152647	A	20030523	JP 2001351962	A	20011116	200352 B

Priority Applications (No Type Date): JP 2001351962 A 20011116

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
JP 2003152647	A	5	H04B-010/02	

**Optical network path price** determination **method involves** calculating  
**actual profit based on path price** calculated with respect to  
**difference between profit obtained by accommodating required optical**  
**paths and network cost**

Abstract (Basic):

... path of a failure recovery system, based on which required  
number of optical path is **calculated**. The **profit** for constructing  
optical network, is **calculated** based on difference between **profit**  
obtained by accommodating required optical paths, and network cost,  
based on which price of optical path, which maximizes the actual  
**profit is calculated**.  
... For **determining price** of optical path of failure recovery  
system in optical network...

Search Report from Ginger R. DeMille

...Enables to accurately **determine** the actual **profit** obtained while constructing optical network...

**10/3,K/14 (Item 14 from file: 350)**

DIALOG(R)File 350:Derwent WPIX

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015325616 \*\*Image available\*\*

WPI Acc No: 2003-386551/200337

XRPX Acc No: N03-308967

**Online goods bid price determining method involves calculating profit provision degree with respect to goods manufacturer based on predetermined user information, using which calculated bid price is corrected**

Patent Assignee: MAZDA KK (MAZD )

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 2003108811	A	20030411	JP 2001300798	A	20010928	200337 B

Priority Applications (No Type Date): JP 2001300798 A 20010928

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
JP 2003108811	A		35	G06F-017/60	

**Online goods bid price determining method involves calculating profit provision degree with respect to goods manufacturer based on predetermined user information, using which calculated bid price is corrected**

Abstract (Basic):

... with respect to goods manufacturer is calculated based on predetermined user information, using which the **calculated bid price** is corrected, and corrected bid price is transmitted to user terminal.  
... For **determining bid price** of goods such as motor vehicle using Internet...

**10/3,K/15 (Item 15 from file: 350)**

DIALOG(R)File 350:Derwent WPIX

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015287018 \*\*Image available\*\*

WPI Acc No: 2003-347951/200333

XRPX Acc No: N03-278425

**Price determination method for electronic commerce between companies, involves multiplying bad debt reserve ratio and profit with transport purchase price to automatically calculate price shown to customer**

Patent Assignee: HASHIMOTO A (HASH-I)

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 2003099684	A	20030404	JP 2001290947	A	20010925	200333 B

Priority Applications (No Type Date): JP 2001290947 A 20010925

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
JP 2003099684	A		9	G06F-017/60	

Search Report from Ginger R. DeMille

... companies, involves multiplying bad debt reserve ratio and profit with transport purchase price to automatically calculate price shown to customer

Abstract (Basic):

... The price determined by a credit company is presented to the customer. The credit company **determines** the **profit** corresponding to each goods as the bad debt reserve ratio with respect to the sales...

10/3,K/16 (Item 16 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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015191220 \*\*Image available\*\*

WPI Acc No: 2003-251754/200325

XRPX Acc No: N03-199867

**Marketing plan production apparatus for sales management, calculates sales profit corresponding to selected goods based on goods file, calender file and recording file including quantity and price of goods**

Patent Assignee: KAO CORP (KAOS )

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 2003030407	A	20030131	JP 2001219758	A	20010719	200325 B

Priority Applications (No Type Date): JP 2001219758 A 20010719

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
JP 2003030407	A		9	G06F-017/60	

**Marketing plan production apparatus for sales management, calculates sales profit corresponding to selected goods based on goods file, calender file and recording file including quantity...**

Abstract (Basic):

... the goods that to be purchased from which the goods is selected. An arithmetic unit **calculates** the sales **profit** corresponding to the selected goods based on the goods file including data about goods, calender...  
... For sales management in large-scale retail shop and wholesale shop, **using computer system...**

10/3,K/17 (Item 17 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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015112931 \*\*Image available\*\*

WPI Acc No: 2003-173450/200317

**Method for raising and operating netizen fund by public subscription**

Patent Assignee: NEXTAR COMMUNICATION INC (NEXT-N)

Inventor: CHOI J S; HWANG S J; OH G N

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
KR 2002081841	A	20021030	KR 200121269	A	20010420	200317 B

Priority Applications (No Type Date): KR 200121269 A 20010420

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
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Search Report from Ginger R. DeMille

KR 2002081841 A 1 G06F-019/00

Abstract (Basic):

... a stability of a new brand, and enable the netizen to have a priority in **using** a **service** offered by the company or to have an investment profit.  
... bond from a company owning a new brand before the company publicizing the new brand, **determining** a **profit** related to the bond with the company according to a target market share and a...

10/3,K/18 (Item 18 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014891878 \*\*Image available\*\*

WPI Acc No: 2002-712584/200277

XRPX Acc No: N02-562113

**Computer-implemented financial analysis method for medical procedure in hospital, involves determining loss or profit based on costs and payments associated with medical procedure**

Patent Assignee: ATALLAH W (ATAL-I)

Inventor: ATALLAH W

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 20020120468	A1	20020829	US 2000253334	A	20001127	200277 B
			US 2001999333	A	20011130	

Priority Applications (No Type Date): US 2000253334 P 20001127; US 2001999333 A 20011130

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
US 20020120468	A1		5	G06F-017/60	Provisional application US 2000253334

**Computer-implemented financial analysis method for medical procedure in hospital, involves determining loss or profit based on costs and payments associated with medical procedure**

Abstract (Basic):

... and all insurance payments associated with the procedure are entered into a computer system. The **profit** or loss is **determined using** the **computer** system, based on entered cost and payments associated with the medical procedure.  
... The financial analysis for medical procedure is performed easily **using** the **computer** system in real-time. By **determining** the loss or **profit**, if a loss is identified, the results can be provided to insurers to persuade the...

10/3,K/19 (Item 19 from file: 350)

DIALOG(R)File 350:Derwent WPIX

(c) 2004 Thomson Derwent. All rts. reserv.

014831009 \*\*Image available\*\*

WPI Acc No: 2002-651715/200270

XRPX Acc No: N02-516307

**Real-estate appraisal method involves calculating maximum value of profit price of land obtained based on house and land rents, monopoly rate of land**

Search Report from Ginger R. DeMille

Patent Assignee: SUZUKI S (SUZU-I)

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 2002236777	A	20020823	JP 2001353498	A	20011119	200270 B

Priority Applications (No Type Date): JP 2000373746 A 20001208

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
JP 2002236777	A	13	G06F-017/60	

**Real-estate appraisal method involves calculating maximum value of profit price of land obtained based on house and land rents, monopoly rate of land**

Abstract (Basic):

... r), rate of monopoly (q) and quantitative building number (N) of a land are read. **Profit price (PN)** of land is **calculated** based on  $PN=(SN+bn)12Ndivider-(HN-TSN)Ndivideq$ , where bn and SN are house...  
... The figure shows the flowchart illustrating a process for **calculating the profit price** of the land. (Drawing includes non-English language text...)

10/3,K/20 (Item 20 from file: 350)

DIALOG(R)File 350:Derwent WPIX

(c) 2004 Thomson Derwent. All rts. reserv.

014807258 \*\*Image available\*\*

WPI Acc No: 2002-627964/200267

XRPX Acc No: N02-496538

**Cyber trading service device for providing trading services according to requests by client PCs has main controller and quantity list calculator**

Patent Assignee: YANG Y C (YANG-I); YANG Y (YANG-I)

Inventor: YANG Y C; YANG Y

Number of Countries: 100 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200271297	A1	20020912	WO 2002KR406	A	20020308	200267 B
KR 2002072189	A	20020914	KR 20023317	A	20020121	200311

Priority Applications (No Type Date): KR 20023317 A 20020121; KR 200112117 A 20010308; KR 200153959 A 20010903

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
WO 200271297	A1 E	81	G06F-017/60	

Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ OM PH PL PT RO RU SD SE SG SI SK SL TJ TM TN TR TT TZ UA UG US UZ VN YU ZA ZM ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TR TZ UG ZM ZW

KR 2002072189 A G06F-017/60

Abstract (Basic):

... The device includes a main controller for **calculating** a buy **price** list when a buy price calculation request is received from a corresponding client PC, and...

...A quantity list calculator divides an amount of previously deposited

Search Report from Ginger R. DeMille

money by percent to **calculate** the buy **price** list when the amount of previously deposited money is received through the main controller. The

...

... Performs all processes associated with stock **analysis**, buy ordering and **profit** and loss **analysis** through one or two clicks of mouse in one to three seconds...

10/3,K/21 (Item 21 from file: 350)

DIALOG(R)File 350:Derwent WPIX

(c) 2004 Thomson Derwent. All rts. reserv.

014658505 \*\*Image available\*\*

WPI Acc No: 2002-479209/200251

XRPX Acc No: N02-378447

**Computer-implemented margin income determination system for product sales management, determines and displays margin income across selling period automatically, based on product and margin control data**

Patent Assignee: DEKKERS J L (DEKK-I); DOOLIN A P (DOOL-I); WELLS I R (WELL-I)

Inventor: DEKKERS J L; DOOLIN A P; WELLS I R

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 20020059058	A1	20020516	US 94299698	A	19940901	200251 B
			US 97885087	A	19970630	

Priority Applications (No Type Date): US 94299698 A 19940901; US 97885087 A 19970630

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
US 20020059058	A1	56	G06F-017/60	Cont of application	US 94299698

Abstract (Basic):

... For product sales management for **determining** margins and **profits** of products sold during a specific period...

...The system accurately calculates desired margins and thus allows seller to expand his **pricing** by providing incentive discounts for customers without losing profit margin. Forecasts income generated over a...

10/3,K/22 (Item 22 from file: 350)

DIALOG(R)File 350:Derwent WPIX

(c) 2004 Thomson Derwent. All rts. reserv.

014601400 \*\*Image available\*\*

WPI Acc No: 2002-422104/200245

XRPX Acc No: N02-332220

**Cost price calculation assistance device for cost management in factory, calculates reduction cost price based on profit -and-loss situation and reference cost of individual purchase product**

Patent Assignee: SEKISUI CHEM IND CO LTD (SEKI )

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 2002092304	A	20020329	JP 2000280204	A	20000914	200245 B

Priority Applications (No Type Date): JP 2000280204 A 20000914

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
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JP 2002092304 A 11 G06F-017/60

**Cost price calculation assistance device for cost management in factory, calculates reduction cost price based on profit -and-loss situation and reference cost of individual purchase product**

Abstract (Basic):

... cost performance and selling performance. The reduction in cost price of an individual product is **calculated** based on the **profit -and-loss situation and reference cost of an individual purchase product**.  
... For **calculating cost price** of stocked articles in factory...

10/3,K/23 (Item 23 from file: 350)

DIALOG(R)File 350:Derwent WPIX

(c) 2004 Thomson Derwent. All rts. reserv.

014585173

WPI Acc No: 2002-405877/200244

XRAM Acc No: C02-114045

**Multi-purpose enzyme analyzer for evaluating most economic use of feed enzymes and cereals in poultry diets, comprises revenue, production cost and profit functions, and application for evaluation, optimization and pricing**

Patent Assignee: MARQUARDT R R (MARQ-I)

Inventor: MARQUARDT R R; ZHANG Z

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
CA 2320687	A1	20020321	CA 2320687	A	20000921	200244 B

Priority Applications (No Type Date): CA 2320687 A 20000921

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
CA 2320687	A1	E	81	A23K-001/165	

... **poultry diets, comprises revenue, production cost and profit functions, and application for evaluation, optimization and pricing**

Abstract (Basic):

... amount of a feed enzyme and a cereal used in a diet to obtain maximal **profit**. Further, it **determines** the alternate **price** that should be paid for a given enzyme preparation and a cereal...

10/3,K/24 (Item 24 from file: 350)

DIALOG(R)File 350:Derwent WPIX

(c) 2004 Thomson Derwent. All rts. reserv.

014504373 \*\*Image available\*\*

WPI Acc No: 2002-325076/200236

XRPX Acc No: N02-255382

**Internet based optimum selling price determination system calculates approximate price value of goods, by correlating price of each bidding person, using specific condition, based on which profit is estimated**

Patent Assignee: DYNADICT SYSTEMA KK (DYNA-N)

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 2002074071	A	20020312	JP 2000255507	A	20000825	200236 B



Search Report from Ginger R. DeMille

Priority Applications (No Type Date): JP 2000255507 A 20000825

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
JP 2002074071	A		14	G06F-017/60	

**Internet based optimum selling price determination system** calculates approximate price value of goods, by correlating price of each bidding person, using specific condition, based on which profit is estimated

Abstract (Basic):

... A calculation unit (27B) calculates the approximate price value of goods, by correlating the price of each bidding person using a specific condition. An estimation unit (27C) estimates the profit with respect to selling price, based on the approximation value. A determination unit (27D) determines the selling price by comparing the estimated profit with the predetermined selling price.

... For determining optimum selling price of goods, by auctioning through internet...

10/3,K/25 (Item 25 from file: 350)

DIALOG(R)File 350:Derwent WPIX

(c) 2004 Thomson Derwent. All rts. reserv.

014391781 \*\*Image available\*\*

WPI Acc No: 2002-212484/200227

XRPX Acc No: N02-162448

**Actual price estimation system for real estate dealings, determines specific correction factor based on cost and profit of article calculated using predetermined processes**

Patent Assignee: NIPPON FUDOSAN DATA BANK KK (NIFU-N)

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 2002041873	A	20020208	JP 2000224106	A	20000725	200227 B

Priority Applications (No Type Date): JP 2000224106 A 20000725

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
JP 2002041873	A		17	G06F-017/60	

... **price estimation system for real estate dealings, determines specific correction factor based on cost and profit of article calculated using predetermined processes**

Abstract (Basic):

... A specific correction factor is determined, based on the cost and profit of an article calculated using predetermined processes. The actual price of the article is calculated, based on the determined

... Calculates actual price of articles accurately and quickly

10/3,K/26 (Item 26 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014306304 \*\*Image available\*\*

WPI Acc No: 2002-127007/200217

Related WPI Acc No: 2003-760306

XRPX Acc No: N02-095451

Search Report from Ginger R. DeMille

**Medical affairs accounting system performs accounts settlement based on money and unit data stored in respective files of memory**

Patent Assignee: KANEDA IRYO JOHO KENKYUSHO KK (KANE-N)

Number of Countries: 001 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 2001325354	A	20011122	JP 2000142171	A	20000515	200217 B
JP 3414697	B2	20030609	JP 2000142171	A	20000515	200345

Priority Applications (No Type Date): JP 2000142171 A 20000515

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
JP 2001325354	A		19	G06F-017/60	
JP 3414697	B2		20	G06F-017/60	Previous Publ. patent JP 2001325354

Abstract (Basic):

... For medical and financial affairs accounting using computer .

...

...Since the management accounts are efficiently calculated , profit and loss analysis is effectively performed

10/3,K/27 (Item 27 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014289475 \*\*Image available\*\*

WPI Acc No: 2002-110176/200215

XRPX Acc No: N02-082168

**Economical value evaluation information production method for enterprise using computer , involves executing capital efficiency evaluation value of enterprise, along with net operating property**

Patent Assignee: MATSUSHITA ELECTRIC WORKS LTD (MATW )

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 2001312585	A	20011109	JP 2000129551	A	20000428	200215 B

Priority Applications (No Type Date): JP 2000129551 A 20000428

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
JP 2001312585	A		9	G06F-017/60	

**Economical value evaluation information production method for enterprise using computer , involves executing capital efficiency evaluation value of enterprise, along with net operating property**

Abstract (Basic):

... For producing economical value evaluation information of an enterprise using computer .

...

...The economical value evaluation information is easily calculated , and the profit exceeding the capital cost is advanced, so that the enterprise value is increased, thus the

10/3,K/28 (Item 28 from file: 350)

DIALOG(R)File 350:Derwent WPIX

Search Report from Ginger R. DeMille

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014241886 \*\*Image available\*\*

WPI Acc No: 2002-062586/200208

XRPX Acc No: N02-046455

**Dynamic pricing system for producing an optimized price recommendation to maximize profits based on forecast sales and price sensitivity derived from prior transaction statistics**

Patent Assignee: MANUGISTIC ATLANTA INC (MANU-N); MANUGISTICS ATLANTA INC (MANU-N); ALBERTI S (ALBE-I); ANDERSSON J K (ANDE-I); COHEN J S (COHE-I); COOKE R M (COOK-I); FLINT R A (FLIN-I); GORDON M S (GORD-I); GROSSMAN T (GROS-I); OZLUK O (OZLU-I); PHILLIPS R L (PHIL-I); RANGARAJAN K P (RANG-I)

Inventor: ALBERTI S; ANDERSSON J; COHEN J; COOKE R M; FLINT R; GORDON M; GROSSMAN T; OZLUK O; PHILLIPS R; RANGARAJAN K; ANDERSSON J K; COHEN J S; FLINT R A; GORDON M S; PHILLIPS R L; RANGARAJAN K P

Number of Countries: 098 Number of Patents: 005

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200191001	A2	20011129	WO 2001US16116	A	20010518	200208 B
AU 200161754	A	20011203	AU 200161754	A	20010518	200221
US 20020116348	A1	20020822	US 2000205714	P	20000519	200258
			US 2001859674	A	20010518	
EP 1285383	A1	20030226	EP 2001935683	A	20010518	200319
			WO 2001US16116	A	20010518	
TW 542982	A	20030721	TW 2001112097	A	20010521	200406

Priority Applications (No Type Date): US 2000205714 P 20000519; US 2001859674 A 20010518

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
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WO 200191001	A2	E	39	G06F-017/60	
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Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TR TZ UG ZW

AU 200161754	A			G06F-017/60	Based on patent WO 200191001
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US 20020116348	A1			G06F-017/00	Provisional application US 2000205714
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EP 1285383	A1	E		G06F-017/60	Based on patent WO 200191001
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Designated States (Regional): AL AT BE CH CY DE DK ES FI FR GB GR IE IT LI LT LU LV MC MK NL PT RO SE SI TR

TW 542982	A			G06F-017/60	
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**Dynamic pricing system for producing an optimized price recommendation to maximize profits based on forecast sales and...**

Abstract (Basic):

... A dynamic **pricing** system (100) is electrically connected to an input device (10) and to output devices (20...

...are forecast for different prices by adjusting future volume forecasts and an optimal price is **determined** to maximize **profits**, using the future sales volume forecast and costs for the product.

... INDEPENDENT CLAIMS are included for a method of dynamically **pricing** an object, for a dynamic **pricing** network and for a program storage device with computer instructions...

... **Calculating price** based on forecast sales and price sensitivity

10/3,K/29 (Item 29 from file: 350)

DIALOG(R)File 350:Derwent WPIX

(c) 2004 Thomson Derwent. All rts. reserv.

014226888 \*\*Image available\*\*

WPI Acc No: 2002-047586/200206

**Method for simulating profit rate in accordance with charge structure of packet network and frame relay network**

Patent Assignee: KOREA TELECOM (KOTE-N)

Inventor: JUNG J M; KIM H S; PARK I Y

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
KR 2001056753	A	20010704	KR 9958347	A	19991216	200206 B

Priority Applications (No Type Date): KR 9958347 A 19991216

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
KR 2001056753	A	1	G06F-019/00	

Abstract (Basic):

... A method for simulating a **profit** rate is provided to **analyze** a **profit** rate in accordance with an investment of a packet network, a frame relay network businessman...

... In **calculating** of a **charge** structure **profit** rate with respect to a packet network and a frame relay network, the charge structure...

...classification of a measured rate system, the classification is classified as an input data for **calculating** a **profit** of a measured rate system commodity, a charging kind is detected. A simulation result report...

...input date of a fixed sum system, the classification is classified as input data for **calculating** a **profit** of a fixed sum system commodity. A calculating is performed by applying a rate in...

10/3,K/30 (Item 30 from file: 350)

DIALOG(R)File 350:Derwent WPIX

(c) 2004 Thomson Derwent. All rts. reserv.

014070266 \*\*Image available\*\*

WPI Acc No: 2001-554479/200162

XRFX Acc No: N01-412456

**Goods selling system** calculates profit from cost price of selected goods and selling price of selected goods, and stores profit information in shop management unit

Patent Assignee: WIN THESE WORLD JAPAN KK (WINT-N)

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 2001236389	A	20010831	JP 200043962	A	20000222	200162 B

Priority Applications (No Type Date): JP 200043962 A 20000222

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
JP 2001236389	A	6	G06F-017/60	

Search Report from Ginger R. DeMille

Goods selling system calculates profit from cost price of selected goods and selling price of selected goods, and stores profit information in shop...

Abstract (Basic):

... and address of purchaser, number of selected goods and provides goods dispatch indication to shop. Profit is computed from cost price of goods stored in merchandise management unit (24) and selling price of...

10/3,K/31 (Item 31 from file: 350)

DIALOG(R)File 350:Derwent WPIX

(c) 2004 Thomson Derwent. All rts. reserv.

013991861 \*\*Image available\*\*

WPI Acc No: 2001-476076/200151

XRPX Acc No: N01-352375

Method of managing sales by obtaining purchase commitments and aggregating sales over period and geographic area

Patent Assignee: EGG FACTORY LLC (EGGF-N)

Inventor: BLUM B J; BLUM R D; LEGGETT T; LEWIS S B; MALKANI S H

Number of Countries: 092 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200152164	A1	20010719	WO 2001US427	A	20010108	200151 B
AU 200126329	A	20010724	AU 200126329	A	20010108	200166

Priority Applications (No Type Date): US 2000693849 A 20001023; US 2000478815 A 20000107; US 2000510308 A 20000222; US 2000191115 P 20000322; US 2000560805 A 20000428; US 2000569025 A 20000511; US 2000589176 A 20000608; US 2000215767 P 20000630; US 2000693832 A 20001023; US 2000693843 A 20001023

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 200152164 A1 E 85 G06F-017/60

Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TR TZ UG ZW

AU 200126329 A G06F-017/60 Based on patent WO 200152164

Abstract (Basic):

... Method consists in obtaining purchase commitments for each item, determining the selling price and advertising the item to the public at the selling price. The items are related...  
... sampling demand, (7) an apparatus for sampling demand, (8) marketing information, (9) a method for pricing an item, (10) a method of establishing a selling price, (11) a method of doing business, (12) a method of estimating sales volumes, (13) a method of estimating profits, (14) a method of sampling demand, (15) a system for estimating profits, (16) a method of managing sales, (17) a system for managing sales...

10/3,K/32 (Item 32 from file: 350)

DIALOG(R)File 350:Derwent WPIX

Search Report from Ginger R. DeMille

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013906069 \*\*Image available\*\*

WPI Acc No: 2001-390282/200141

XRPX Acc No: N01-287171

**Article selling using communication network in which buyer's price for article and seller's profit are determined considering number of purchasing articles by determining first price according to number of advance ordered articles**

Patent Assignee: INTERNET AUCTION CO LTD (INTE-N); AUCTION CO LTD (AUCT-N)

Inventor: KANG E M; OH H; SONG W H; KANG U M; KANG E; SONG W

Number of Countries: 094 Number of Patents: 004

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200145001	A1	20010621	WO 2000KR1452	A	20001213	200141 B
AU 200120289	A	20010625	AU 200120289	A	20001213	200162
KR 2001056682	A	20010704	KR 9958254	A	19991216	200206
KR 385016	B	20030522	KR 9958254	A	19991216	200360

Priority Applications (No Type Date): KR 9958254 A 19991216

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
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WO 200145001	A1	E	21	G06F-017/60	
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Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TR TZ UG ZW

AU 200120289	A			G06F-017/60	Based on patent WO 200145001
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KR 2001056682	A			G06F-017/60	
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KR 385016	B			G06F-017/60	Previous Publ. patent KR 2001056682
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**Article selling using communication network in which buyer's price for article and seller's profit are determined considering number of purchasing articles by determining first price according to number of advance ordered articles**

Abstract (Basic):

... User makes an advance order for an article, which after closing, **determines** a first **price** according to the number of advance ordered articles. A second price is determined according to...

... Buyer's price for an article and seller's **profit** are **determined** considering the number of purchasing articles for appropriately dividing profits between sellers and bidders...

10/3,K/33 (Item 33 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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013844035 \*\*Image available\*\*

WPI Acc No: 2001-328248/200134

XRPX Acc No: N01-236188

**Computer program product used in mortgage company, stores program codes to compute reduction in interest rate of ARC mortgage and reset mortgage rate calculation period, based on ARC mortgage rate and market rate**

Patent Assignee: KELLY J (KELL-I); KELLY K (KELL-I)

Inventor: KELLY J; KELLY K

Number of Countries: 094 Number of Patents: 004

Search Report from Ginger R. DeMille

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200124095	A1	20010405	WO 2000US27074	A	20001002	200134 B
AU 200077453	A	20010430	AU 200077453	A	20001002	200142
US 20010056397	A1	20011227	US 99453231	A	19991203	200206
US 20020046158	A1	20020418	US 99156713	P	19990930	200228
			US 99162154	P	19991029	
			US 99453231	A	19991203	
			US 2001683423	A	20011227	

Priority Applications (No Type Date): US 99453231 A 19991203; US 99156713 P 19990930; US 99162154 P 19991029; US 2001683423 A 20011227

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
WO 200124095	A1	E	25	G06F-017/60	
Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW					
Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TZ UG ZW					
AU 200077453	A			G06F-017/60	Based on patent WO 200124095
US 20010056397	A1			G06F-017/60	
US 20020046158	A1			G06F-017/60	Provisional application US 99156713

Provisional application US 99162154  
Cont of application US 99453231

Abstract (Basic):

... codes are stored to compute prevailing interest rate using sum of published index rate and **profit** margin and **determine** interest rate of automatic rate cut (ARC) mortgage. Program code is stored to compute reduction...

... Interest rate is calculated automatically by the computer **using** **computer** implemented method and informed to the customers online, thereby making all customers aware of prevailing...

10/3,K/34 (Item 34 from file: 350)

DIALOG(R)File 350:Derwent WPIX  
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013297783 \*\*Image available\*\*  
WPI Acc No: 2000-469718/200041  
XRPX Acc No: N00-350963

**Accounting apparatus evaluates profit and loss of each property by calculating difference between current price set by user and value for every property item**

Patent Assignee: MITSUBISHI ELECTRIC CORP (MITQ )  
Number of Countries: 001 Number of Patents: 001  
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 2000172763	A	20000623	JP 98349628	A	19981209	200041 B

Priority Applications (No Type Date): JP 98349628 A 19981209

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
JP 2000172763	A		27	G06F-019/00	

**Accounting apparatus evaluates profit and loss of each property by**

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calculating **difference between current price set by user and value for every property item**

Abstract (Basic):

... extracted. An input unit (11) inputs user setting current price for every property item. A **profit and loss calculator** (14) **calculates** the difference between user setting current price and value for each property item for evaluation...

10/3,K/35 (Item 35 from file: 350)

DIALOG(R)File 350:Derwent WPIX

(c) 2004 Thomson Derwent. All rts. reserv.

013251634 \*\*Image available\*\*

WPI Acc No: 2000-423517/200036

XRPX Acc No: N00-315974

**Products sale information processing method for use during conditional purchase of airline tickets, automobiles, involves processing conditional purchase offer of product by returning portion of profit as discount**

Patent Assignee: PRICELINE.COM INC (PRIC-N)

Inventor: CASE T S; TEDESCO D E; WALKER J S

Number of Countries: 088 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200034841	A2	20000615	WO 99US28648	A	19991203	200036 B
AU 200019325	A	20000626	AU 200019325	A	19991203	200045

Priority Applications (No Type Date): US 98205666 A 19981204

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 200034841 A2 E 35 G06F-000/00

Designated States (National): AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW NL OA PT SD SE SL SZ TZ UG ZW

AU 200019325 A G06F-000/00 Based on patent WO 200034841

Abstract (Basic):

... defined condition and an offer price, is received from a buyer (110). A total transaction **profit** and buyer discount are **computed**, based on the difference between offer price and **calculated** selling price. The CPO is processed to effect purchase of product, by returning a portion of profit...

10/3,K/36 (Item 36 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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012218697 \*\*Image available\*\*

WPI Acc No: 1999-024803/199902

XRPX Acc No: N99-018975

**Computer method for including psychological effects in models - involves selecting demand model and adding conversion reflecting psychological effects and visibility factors into model**

Patent Assignee: KHIMETRICS INC (KHIM-N)

Inventor: CHAUBAL C V; OUIMET K J

Number of Countries: 022 Number of Patents: 004



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Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 9853415	A1	19981126	WO 98US10521	A	19980521	199902 B
EP 983563	A1	20000308	EP 98922481	A	19980521	200017
			WO 98US10521	A	19980521	
US 6094641	A	20000725	US 9749825	P	19970521	200038
			US 9750917	P	19970521	
			US 9884157	A	19980521	
JP 2002513488	W	20020508	JP 98550690	A	19980521	200234
			WO 98US10521	A	19980521	

Priority Applications (No Type Date): US 9750917 P 19970521; US 9749825 P 19970521; US 9884157 A 19980521

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
WO 9853415	A1	E 39	G06F-017/60	
Designated States (National): CA JP				
Designated States (Regional): AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE				
EP 983563	A1	E	G06F-017/60	Based on patent WO 9853415
Designated States (Regional): AT BE CH CY DE DK ES FI FR GB GR IE IT LI LU MC NL PT SE				
US 6094641	A		G06F-017/60	Provisional application US 9749825
				Provisional application US 9750917
JP 2002513488	W	34	G06F-017/60	Based on patent WO 9853415

...Abstract (Basic): The computer system is used to operate demand models for **pricing** optimisation. The operator initially selects a conventional demand model from a selection presented by the...

...is fitted to a sales history as with a normal model. Parameters for the perceived **pricing** model can also be extracted. The resulting model can then be used to **determine** the optimum **price** to maximise **profit**.

10/3,K/37 (Item 37 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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011858455 \*\*Image available\*\*

WPI Acc No: 1998-275365/199825

XRPX Acc No: N98-216294

**Floor heating equipment design and estimation support system for domestic central heating - performs evaluation of heating based on selection inputs of components including factor of safety and obtains estimate by profit and loss analysis**

Patent Assignee: SANYO ELECTRIC CO LTD (SAOL )

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 10089706	A	19980410	JP 96262287	A	19960912	199825 B

Priority Applications (No Type Date): JP 96262287 A 19960912

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
JP 10089706	A	10	F24D-003/00	

... evaluation of heating based on selection inputs of components

Search Report from Ginger R. DeMille

including factor of safety and obtains estimate by profit and loss analysis

...Abstract (Basic): various decision components such as success or failure of heating, the suitability of setting materials, **usage** of an **equipment**, construction cost corresponding to set conditions of each component based on the combination components input...

...of an evaluation is output to a display and a printer. The decision data of **profit** and loss, the **estimated calculation** result table corresponding to the price of equipments and construction cost. The profit and loss...

10/3,K/38 (Item 38 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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010901820 \*\*Image available\*\*

WPI Acc No: 1996-398771/199640

XRPX Acc No: N96-336052

**Accounting entry method for computer support system - has system controller which accepts correction of specific contents in document and adjusts other contents of document to agree with correction**

Patent Assignee: OBIKKU BUSINESS CONSULTANT KK (OBIK-N)

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 8194761	A	19960730	JP 9524798	A	19950119	199640 B

Priority Applications (No Type Date): JP 9524798 A 19950119

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
JP 8194761	A	6	G06F-019/00	

...Abstract (Basic): The method entails selecting one from several available documents in a computer support system **using** an input **device**. The documents pertain to the settlement of accounts and may be in the form of a **profit** and loss **calculation**, a loan contrast table, a purchase transition table, or a mfr. cost report...

10/3,K/39 (Item 39 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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010706508 \*\*Image available\*\*

WPI Acc No: 1996-203463/199621

Related WPI Acc No: 1998-254598

XRPX Acc No: N96-170629

**Ball flipping game machine e.g. pachinko game machine, slim ball - inserts predefined random launching prohibition period to launching control device when launching is permitted based on launching operation switch signal**

Patent Assignee: SOFIA KK (SOFI-N)

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 8071213	A	19960319	JP 94236095	A	19940906	199621 B

Search Report from Ginger R. DeMille

Priority Applications (No Type Date): JP 94236095 A 19940906

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
JP 8071213	A		13	A63F-007/02	

...Abstract (Basic): electrical driving force, generated by driving source of game device. The player launches the operation **using** launching operating **device** (9). A launching operation switch (39) of launching operating device controls the permission for ball...

...ADVANTAGE - Provides improved game machine. Prevents mistake in **calculating profit** . Launches ball reliably...

10/3,K/40 (Item 40 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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010525104 \*\*Image available\*\*

WPI Acc No: 1996-022057/199603

XRPX Acc No: N96-018311

Computer based method for determining optimal replicating portfolio for given target portfolio of market instruments - identifying set of transactions required to achieve optimal hedge by analysing portfolio replication according to stochastic model which uses trade-off between cost of hedge and quality of protection provided

Patent Assignee: DEMBO R S (DEMB-I)

Inventor: DEMBO R S

Number of Countries: 008 Number of Patents: 003

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
EP 686926	A2	19951213	EP 95303465	A	19950523	199603 B
EP 686926	A3	19960612	EP 95303465	A	19950523	199632
US 5799287	A	19980825	US 94248042	A	19940524	199841
			US 97866303	A	19970530	

Priority Applications (No Type Date): US 94248042 A 19940524; US 97866303 A 19970530

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
EP 686926	A2	E	21	G06F-017/60	

Designated States (Regional): DE ES FR GB IT NL SE

US 5799287 A G06F-157/00 Cont of application US 94248042

EP 686926 A3 G06F-017/60

...Abstract (Basic): between risk and expected profit for an arbitrary replicating portfolio is determined and used to **calculate** a maximum risk-adjusted **profit** .

...

...USE/ADVANTAGE - Deriving information required to compute risk premium for **pricing** portfolios in incomplete markets and generating replicating portfolio with optimal balance of expected profit and

10/3,K/41 (Item 1 from file: 347)

DIALOG(R)File 347:JAPIO

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07802386 \*\*Image available\*\*

Search Report from Ginger R. DeMille

METHOD AND SYSTEM FOR EVALUATING PROVIDED SERVICE

PUB. NO.: 2003-296410 [JP 2003296410 A]  
PUBLISHED: October 17, 2003 (20031017)  
INVENTOR(s): TANI SHIGEYUKI  
YASUNOBU CHIZUKO  
YABUTANI TAKASHI  
YAGI NORIYUKI  
APPLICANT(s): HITACHI LTD  
APPL. NO.: 2002-103343 [JP 2002103343]  
FILED: April 05, 2002 (20020405)

ABSTRACT

... the operation capacity, a equipment using effect calculating part 104 for calculating the effect of **using** the **equipment** based on the estimated operation capacity, a equipment using effect income converting part 106 for converting the effect of **using** the **equipment** to the income, an introduction/operation expense calculating part 107 for calculating the cost generated in the introduction and operation of the equipment, a **profit calculating** part 109 for **calculating** the **profit** generated by introducing the equipment based on the income and expense, a **profit estimation** memory part 110 for storing at least two results of **profit estimation**, and a **profit estimation** display part 111 for presenting the result of evaluation of the equipment providing service based on the stored result of **profit estimation** by displaying it on a visual display or by printing.

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10/3,K/42 (Item 2 from file: 347)

DIALOG(R)File 347:JAPIO  
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07748346 \*\*Image available\*\*

MACHINE-READABLE MEDIUM RECORDING MEDICAL ACCOUNTING SYSTEM AND PROGRAM

PUB. NO.: 2003-242251 [JP 2003242251 A]  
PUBLISHED: August 29, 2003 (20030829)  
INVENTOR(s): KAMEDA TOSHITADA  
YAMAGUCHI HARUKI  
APPLICANT(s): KAMEDA IRYO JOHO KENKYUSHO KK  
APPL. NO.: 2003-017452 [JP 200317452]  
Division of 2000-142171 [JP 2000142171]  
FILED: May 15, 2000 (20000515)

ABSTRACT

... SOLVED: To efficiently carry out managerial accounting in addition to financial accounting and carry out **profit** and loss **analysis** by breaking them down into medical fees, medical acts or the like in a medical accounting system **using** a **computer**.

SOLUTION: The medical accounting system is provided with a first file 12 storing unit data...

10/3,K/43 (Item 3 from file: 347)

DIALOG(R)File 347:JAPIO  
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07709258    \*\*Image available\*\*  
COST MANAGEMENT SYSTEM

PUB. NO.:        2003-203149 [JP 2003203149 A]  
PUBLISHED:      July 18, 2003 (20030718)  
INVENTOR(s):    KURAMI KOICHI  
APPLICANT(s):   CENTRAL BUSINESS CONSULTING KK  
APPL. NO.:      2002-002456 [JP 20022456]  
FILED:          January 09, 2002 (20020109)

ABSTRACT

PROBLEM TO BE SOLVED: To provide a received order management system capable of **calculating** proper bidding presentation **price** based on a new index for **determining** bidding presentation **price** and ensuring **profit** required for a company.

SOLUTION: A construction cost calculation part 5 calculates a variable construction...

... expenses equivalent to personnel expenses in the calculated fixed construction cost. A bidding presentation price **calculation** part 7 **calculates** target limit **profit** by multiplying fixed personnel expenses **calculated** by the construction cost calculation part 5 by target net earnings multiplying factor set in...

... adds the variable construction cost calculated by the construction cost calculation part 5 to the **calculated** target limit profit to **calculate** bidding presentation **price** .

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10/3,K/44        (Item 4 from file: 347)  
DIALOG(R)File 347:JAPIO  
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07699983    \*\*Image available\*\*  
EVALUATION SYSTEM FOR GAS TURBINE ECONOMIC PROPERTY

PUB. NO.:        2003-193863 [JP 2003193863 A]  
PUBLISHED:      July 09, 2003 (20030709)  
INVENTOR(s):    SUGISHITA HIDEAKI  
                 UECHI HIDEYUKI  
                 KOBAYASHI MASAHIRO  
                 HATA SATOSHI  
                 FUKUI HIROSHI  
                 FUKAHORI OSAMU  
                 KONO JUNICHI  
APPLICANT(s):   MITSUBISHI HEAVY IND LTD  
APPL. NO.:      2001-390284 [JP 2001390284]  
FILED:          December 21, 2001 (20011221)

ABSTRACT

... specific power generation system based on the equipment selected from among the group of equipment, **determines** equipment **price** 2h of the specific power generation system by referring to the component selection table 2b, **calculates** fuel **price** 2i from fuel unit price 13ad-5 and operation periods 13ae-1, 13ae-3 determined in advance, **calculates** electricity selling **charge** 2j based on electricity selling unit price 13ad-6 and the operation periods, and **calculates** **profit** 2l in the

operation periods 13ae-1, 13ae-3 from the electricity selling charge 2j...

10/3,K/45 (Item 5 from file: 347)

DIALOG(R)File 347:JAPIO

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07674125 \*\*Image available\*\*

FINANCIAL ACCOUNTING SYSTEM WITH CURRENT PRICE INFORMATION ACQUIRING  
FUNCTION USING INTERNET

PUB. NO.: 2003-167987 [JP 2003167987 A]

PUBLISHED: June 13, 2003 (20030613)

INVENTOR(s): WADA SHIGEFUMI

NAKAYAMA SHIGERU

KUROZU SEIICHI

TAKAHASHI TOMOHISA

APPLICANT(s): OBIC BUSINESS CONSULTANTS LTD

APPL. NO.: 2001-367837 [JP 2001367837]

FILED: November 30, 2001 (20011130)

ABSTRACT

... statement that is one of financial accounting management data, the difference from a current price **estimated** value as **estimated profit** and loss to form the statement as current price information.

SOLUTION: In this system, Web...

... the valuable security and by the addresses of the name of the land to automatically **calculate** the current **price** total sum and the estimated difference.

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10/3,K/46 (Item 6 from file: 347)

DIALOG(R)File 347:JAPIO

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07400028 \*\*Image available\*\*

INFORMATION GATHERING AND ANALYZING AND ALSO GUIDING AND TEACHING DEVICE BY  
ROLE PLAYING GAME SYSTEM AND INFORMATION GATHERING AND ANALYZING AND ALSO  
GUIDING AND TEACHING METHOD BY ROLE PLAYING GAME SYSTEM

PUB. NO.: 2002-268530 [JP 2002268530 A]

PUBLISHED: September 20, 2002 (20020920)

INVENTOR(s): MIZUSHIMA NORIYASU

APPLICANT(s): NETBREAK INC

APPL. NO.: 2002-125287 [JP 2002125287]

FILED: April 26, 2002 (20020426)

ABSTRACT

...or the like and guide and teach the users at the same time.

SOLUTION: By **using** user terminal **equipment**, manager terminal equipment and a server, the user such as the employee performs learning by...

...of the user, the tendency and feature of the user in the company and an **estimated profit** in the case of developing a new project, etc., and guides and teaches the user...

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10/3,K/47 (Item 7 from file: 347)

DIALOG(R)File 347:JAPIO

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07368295 \*\*Image available\*\*

PRODUCT SALES METHOD AND ONLINE PRODUCT SALES SYSTEM

PUB. NO.: 2002-236792 [JP 2002236792 A]

PUBLISHED: August 23, 2002 (20020823)

INVENTOR(s): SUZUKI HIROAKI

SAKURAI TAKASHI

HORIUCHI TETSUO

SUZUKI SHIGERU

APPLICANT(s): HITACHI LTD

APPL. NO.: 2001-031688 [JP 200131688]

FILED: February 08, 2001 (20010208)

ABSTRACT

...as the fixed cost of an ordered product, adds a cost for materials and a **profit** fixed in advance to **determinating** a sales **price**, transmits a sales condition including the sales price to the terminal 20 through the Internet...

10/3,K/48 (Item 8 from file: 347)

DIALOG(R)File 347:JAPIO

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07301477 \*\*Image available\*\*

SYSTEM AND DEVICE OF PROCESSING DATA FOR BAD DEBT LAND TRANSACTION

PUB. NO.: 2002-169957 [JP 2002169957 A]

PUBLISHED: June 14, 2002 (20020614)

INVENTOR(s): ISHIZAKA YUICHI

APPLICANT(s): ISHIZAKA YUICHI

APPL. NO.: 2000-403797 [JP 2000403797]

FILED: December 02, 2000 (20001202)

ABSTRACT

... and a receipt issuance in an automatic unmanned state entirely for 24 hours to allow **estimating** the **profit** within an allowable error, it is very effective for selling with a small securitization. Profit...

... condition data recoding means, a correction rule recording means, and a means for outputting a **profit estimated** value using a **computer**, an **estimated profit** value is informed in real time to an unspecified number of bad debt land right...

10/3,K/49 (Item 9 from file: 347)

DIALOG(R)File 347:JAPIO

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07214675 \*\*Image available\*\*

AUTOMATIC **PRICING** METHOD, DISPLAY COMMODITY DETERMINING METHOD, AUTOMATIC **PRICING** DEVICE AND AUTOMATIC **PRICING** AND DISPLAY COMMODITY DETERMINING DEVICE

PUB. NO.: 2002-083112 [JP 2002083112 A]

PUBLISHED: March 22, 2002 (20020322)

Search Report from Ginger R. DeMille

INVENTOR(s): ABE NAOKI  
JINBA TOMONARI  
APPLICANT(s): NEC CORP  
APPL. NO.: 2000-271760 [JP 2000271760]  
FILED: September 07, 2000 (20000907)

AUTOMATIC PRICING METHOD, DISPLAY COMMODITY DETERMINING METHOD, AUTOMATIC PRICING DEVICE AND AUTOMATIC PRICING AND DISPLAY COMMODITY DETERMINING DEVICE

ABSTRACT

...be sold from past prices and sales trend or the like so as to maximize **profit** of a seller and **determine** commodities to be displayed in regard to the so-called web marketing performing electronic commerce...

10/3,K/50 (Item 10 from file: 347)

DIALOG(R)File 347:JAPIO  
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07139144 \*\*Image available\*\*

UNIT PRICE ARITHMETIC DEVICE, COMPUTER-READABLE RECORDING MEDIUM WITH RECORDED UNIT PRICE ARITHMETIC PROGRAM, AND UNIT PRICE ARITHMETIC SYSTEM

PUB. NO.: 2002-007516 [JP 2002007516 A]  
PUBLISHED: January 11, 2002 (20020111)  
INVENTOR(s): SUMIYA YOSHIO  
TAKAHAGI MUTSUMI  
APPLICANT(s): DAIWA HOUSE IND CO LTD  
APPL. NO.: 2000-191931 [JP 2000191931]  
FILED: June 26, 2000 (20000626)

ABSTRACT

... a unit price arithmetic device which can simulate the total cost for construction and the **profit** obtained by the construction by **calculating** a proper construction unit price, a computer-readable recording medium where a unit price calculation...

...recorded, and a unit price arithmetic system.

SOLUTION: This unit price arithmetic device S which **calculates** the unit **price** regarding the construction is equipped with an alterable reference price file 1 which stores data...

10/3,K/51 (Item 11 from file: 347)

DIALOG(R)File 347:JAPIO  
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06665325 \*\*Image available\*\*

ELECTRONIC MONEY SYSTEM AND RECEIVING DEVICE FOR PAYMENT

PUB. NO.: 2000-251149 [JP 2000251149 A]  
PUBLISHED: September 14, 2000 (20000914)  
INVENTOR(s): KAWAI NARIYUKI  
ITO KOJI  
APPLICANT(s): SONY CORP  
APPL. NO.: 11-097963 [JP 9997963]  
FILED: February 28, 1999 (19990228)

ABSTRACT

3021-Apr-0410:01 AM



Search Report from Ginger R. DeMille

...way.

SOLUTION: This electronic money system can be used in spite of time zones when **profit** rations are different by **calculating** electronic money **use service** charge on the basis of timing information when amount data for consumed amounts is withdrawn...

10/3,K/52 (Item 12 from file: 347)

DIALOG(R)File 347:JAPIO

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06527318 \*\*Image available\*\*

BUSINESS TALK INQUIRY CHECK AND ANSWER SYSTEM

PUB. NO.: 2000-113039 [JP 2000113039 A]

PUBLISHED: April 21, 2000 (20000421)

INVENTOR(s): MIYAHARA HIROAKI

MIYATA KEIICHI

MIKISAWA AKIRA

APPLICANT(s): NKK CORP

APPL. NO.: 10-277822 [JP 98277822]

FILED: September 30, 1998 (19980930)

ABSTRACT

... 5 for calculating the date of delivery, and a price check calculating device 6 for **calculating** the **price**. Besides, the system is provided with a **profit** check **calculating** device 7 for **calculating** profitability as the internal information of the manufacturer and a superior approval device 9 for...

10/3,K/53 (Item 13 from file: 347)

DIALOG(R)File 347:JAPIO

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05174084 \*\*Image available\*\*

INFORMATION DISPLAY DEVICE AND ITS CONTROL METHOD

PUB. NO.: 08-129584 [JP 8129584 A]

PUBLISHED: May 21, 1996 (19960521)

INVENTOR(s): KOBAYASHI SHINYA

TSURUSAKI YOSHIHIRO

TAKECHI EIJI

KURIHARA OSAMU

APPLICANT(s): KOKUSAI ELECTRIC CO LTD [000112] (A Japanese Company or Corporation), JP (Japan)

APPL. NO.: 06-288705 [JP 94288705]

FILED: October 31, 1994 (19941031)

ABSTRACT

... Once market information on the purchase brand is received, the profit amount of money or **profit** rate is **calculated** from the current **price**, the purchase price and purchase quantity stored in the storage part 13, and various costs...

10/3,K/54 (Item 14 from file: 347)

DIALOG(R)File 347:JAPIO

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Search Report from Ginger R. DeMille

04618446    \*\*Image available\*\*  
SALES MANAGEMENT SYSTEM

PUB. NO.:        06-290346 [JP 6290346 A]  
PUBLISHED:      October 18, 1994 (19941018)  
INVENTOR(s):    ARAKI MASAYUKI  
                  SUGANO YASUHIRO  
APPLICANT(s):   CITIZEN WATCH CO LTD [000196] (A Japanese Company or  
                  Corporation), JP (Japan)  
APPL. NO.:      05-098387 [JP 9398387]  
FILED:          April 02, 1993 (19930402)  
JOURNAL:        Section: , Section No. FFFFFFFF, Vol. 94, No. 10, Pg. FFFFFFFF,  
                  FF, FFFF (FFFFFFFFF)

ABSTRACT

... to pay a consumption tax can omit fractions. Furthermore, a real discount amount can be **calculated** against the commodity **price** excluding its tax by calculating the real discount amount from the general discount amount against the tax. Then, a **profit** can be instantaneously **calculated** based on the relation with the purchasing cost, etc.

10/3,K/55        (Item 15 from file: 347)

DIALOG(R)File 347:JAPIO  
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04350523        \*\*Image available\*\*  
SALES PRICE DECISION SUPPORTING DEVICE

PUB. NO.:        05-342223 [JP 5342223 A]  
PUBLISHED:      December 24, 1993 (19931224)  
INVENTOR(s):    FUJIWARA YOSHISUE  
                  YOSHIDA CHINAMI  
APPLICANT(s):   OMRON CORP [000294] (A Japanese Company or Corporation), JP  
                  (Japan)  
APPL. NO.:      04-145798 [JP 92145798]  
FILED:          June 05, 1992 (19920605)  
JOURNAL:        Section: P, Section No. 1718, Vol. 18, No. 181, Pg. 165,  
                  March 28, 1994 (19940328)

ABSTRACT

PURPOSE: To automatically **decide** a sales **price** capable obtaining the highest **profits** by **determining** a proper **profit** rate from a cost and the target sales number by the membership functions and the...

... the profit rate is set to be the lowest (NL). Then, a fuzzy inference means **determines** a proper **profit** rate from inputted cost and the target sales number by the membership function of the cost, that of the profit rate and the membership function/fuzzy rule of the **profit** rate. Furthermore, a sales price **calculating** means **calculate** a sales **price** from the obtained profit rate and the inputted cost.

10/3,K/56        (Item 16 from file: 347)

DIALOG(R)File 347:JAPIO  
(c) 2004 JPO & JAPIO. All rts. reserv.

03773460        \*\*Image available\*\*  
ROUGH **PROFIT** **CALCULATING** PROCESSOR

Search Report from Ginger R. DeMille

PUB. NO.: 04-138560 [JP 4138560 A]  
PUBLISHED: May 13, 1992 (19920513)  
INVENTOR(s): IMANISHI MAKOTO  
APPLICANT(s): FUJITSU LTD [000522] (A Japanese Company or Corporation), JP  
(Japan)  
APPL. NO.: 02-262320 [JP 90262320]  
FILED: September 28, 1990 (19900928)  
JOURNAL: Section: P, Section No. 1412, Vol. 16, No. 409, Pg. 106,  
August 28, 1992 (19920828)

ROUGH PROFIT CALCULATING PROCESSOR

ABSTRACT

PURPOSE: To switch the cost to be used for rough **profit calculation** to the **price** based upon a stock evaluation method or a properly **determined** reference **price** on occasion by alternatively selecting a reference price or a stock evaluation price set up in each commodity sort and executing the prescribed rough **profit calculation** .

...

...CONSTITUTION: This rough **profit calculating** processor is provided with a condition master 1, a balance master 2 and a rough **profit calculating** part 3, the master 1 includes a prescribed price using section 4 and the master...

... 5 and stock evaluation price 6 of each required commodity sort. In the case of **calculating** a rough **profit** from sales data, the **calculating** part 3 alternatively uses the price 5 or 6 set up correspondingly to the commodity...

... commodity specified by the sales data of the master 2 and executes the prescribed rough **profit calculation** . Since the **price** to be used for the rough **profit calculation** can be properly switched to the price based upon the stock evaluation method or the properly **determined** reference **price** , a proper rough **profit calculating** processing function is offered to a user.

10/3,K/57 (Item 17 from file: 347)  
DIALOG(R)File 347:JAPIO  
(c) 2004 JPO & JAPIO. All rts. reserv.

03186992 \*\*Image available\*\*  
POS SYSTEM

PUB. NO.: 02-162492 [JP 2162492 A]  
PUBLISHED: June 22, 1990 (19900622)  
INVENTOR(s): HORI MASANORI  
ISHII YUTAKA  
APPLICANT(s): SANYO ELECTRIC CO LTD [000188] (A Japanese Company or Corporation), JP (Japan)  
APPL. NO.: 63-317017 [JP 88317017]  
FILED: December 15, 1988 (19881215)  
JOURNAL: Section: P, Section No. 1103, Vol. 14, No. 419, Pg. 156,  
September 10, 1990 (19900910)

ABSTRACT

... a cost price is inputted, the selling price corresponding to the inputted cost price is **calculated** , based on a stored profit rate, and

Search Report from Ginger R. DeMille

storing the **calculated** selling **price** related to every merchandise in a memory device...

...CONSTITUTION: Data such as a merchandise code, the name of merchandise, the cost price, a **pricing** rate of each merchandise are inputted in advance from a keyboard 2 and registered in...

... is obtained by an automatic calculation or not, and in the case of the automatic **calculation** , the **calculated** selling **price** is displayed on the column of the daily selling price, and also, registered in the...  
?

Search Report from Ginger R. DeMille

? show files;ds

File 16:Gale Group PROMT(R) 1990-2004/Apr 21  
(c) 2004 The Gale Group  
File 20:Dialog Global Reporter 1997-2004/Apr 21  
(c) 2004 The Dialog Corp.  
File 35:Dissertation Abs Online 1861-2004/Mar  
(c) 2004 ProQuest Info&Learning  
File 101:Disclosure Database(R) 2004/Apr W3  
(c) 2004 Thomson Financial  
File 148:Gale Group Trade & Industry DB 1976-2004/Apr 21  
(c)2004 The Gale Group  
File 340:CLAIMS(R)/US Patent 1950-04/Apr 20  
(c) 2004 IFI/CLAIMS(R)  
File 349:PCT FULLTEXT 1979-2002/UB=20040415,UT=20040408  
(c) 2004 WIPO/Univentio  
File 545:Investext(R) 1982-2004/Apr 21  
(c) 2004 Thomson Financial Networks  
File 610:Business Wire 1999-2004/Apr 21  
(c) 2004 Business Wire.  
File 621:Gale Group New Prod.Annou.(R) 1985-2004/Apr 20  
(c) 2004 The Gale Group  
File 647:CMP Computer Fulltext 1988-2004/Apr W2  
(c) 2004 CMP Media, LLC  
File 649:Gale Group Newswire ASAP(TM) 2004/Apr 20  
(c) 2004 The Gale Group  
File 654:US Pat.Full. 1976-2004/Apr 15  
(c) Format only 2004 The Dialog Corp.  
File 774:EdgarPlus(TM)-Prospectuses 2004/Mar 09  
(c) 2004 Disclosure Inc  
File 993:NewsRoom 2002  
(c) 2004 The Dialog Corporation

Set	Items	Description
S1	26	(PREDICT? OR ESTIMAT? OR FORETELL? OR PROJECTING OR GUESTI-MAT?) (8N) (CUSTOMER() BENEFIT OR COST(1W) OWNERSHIP) (3S) (MODEL OR MODELLING OR CAD OR CAM OR COMPUTER() AIDED) (3S) (GUARANTEE OR PROFIT OR PROFIT() MARGIN)
S2	14	RD (unique items)

? t2/3,k/all

2/3,K/1 (Item 1 from file: 16)

DIALOG(R) File 16:Gale Group PROMT(R)  
(c) 2004 The Gale Group. All rts. reserv.

09434631 Supplier Number: 82775860 (USE FORMAT 7 FOR FULLTEXT)  
**CrownPeak Technology Develops Affordable Outsourced Content Management Systems for Leaders in Education, Non-Profit Sectors.**  
Business Wire, p0129  
Feb 12, 2002  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 1184

... will provide a venue for gathering information and advice from experts nationwide.

"As a non- profit organization with a strong commitment to our mission, we were seeking an enterprise-level solution...

...sites" for the 40 program areas across the country. CrownPeak has also implemented its powerful " model " capability so that LISC administrators can simply click on a "New Program Area" button and...

Search Report from Ginger R. DeMille

...continue to maintain and update the system for the organization as it grows, ensuring a **predictable**, ongoing, low total **cost** of **ownership** ." For USC, A Custom Solution -- In Less Than a Month For the University of Southern...

2/3,K/2 (Item 2 from file: 16)  
DIALOG(R)File 16:Gale Group PROMT(R)  
(c) 2004 The Gale Group. All rts. reserv.

06267567 Supplier Number: 54368704 (USE FORMAT 7 FOR FULLTEXT)  
**Seven More Companies Are Up And Running With Pandesic's e-business Solution.**  
Business Wire, p0102  
April 14, 1999  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 1160

... and running with the Pandesic(TM) e-business solution. These merchants benefit from Pandesic's **predictable cost of ownership**, the ability to outsource their critical e-business functions, the flexibility afforded to their front...

...and affordable," said Pete Wolcott, president of Pandesic. "Our e-business solution and unique partnership **model** provide an outsourced infrastructure with proven e-business processes to **guarantee** the shared success of both Pandesic and our merchants."  
More Pandesic E-business Solutions At...

2/3,K/3 (Item 1 from file: 20)  
DIALOG(R)File 20:Dialog Global Reporter  
(c) 2004 The Dialog Corp. All rts. reserv.

24178738 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
**Concur Technologies Results Achieve Expectations For Eighth Consecutive Quarter**  
PR NEWswire (US)  
July 31, 2002  
JOURNAL CODE: WPRU LANGUAGE: English RECORD TYPE: FULLTEXT  
WORD COUNT: 1681

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... to be between \$34.8 and \$35.2 million for fiscal 2003. -- Concur expects a **profit** per share of between \$.05 and \$.07 for fiscal 2003. About Concur Technologies, Inc.  
Concur...

2/3,K/4 (Item 2 from file: 20)  
DIALOG(R)File 20:Dialog Global Reporter  
(c) 2004 The Dialog Corp. All rts. reserv.

02472260 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
**Citrix claims affordable Year 2000 answer via Thin/Client Server implementation**  
CANBERRA TIMES, CT ed, p13

Search Report from Ginger R. DeMille

August 03, 1998

JOURNAL CODE: WCTS    LANGUAGE: English    RECORD TYPE: FULLTEXT  
WORD COUNT: 830

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... he said.

Mr Youakim said a benefit of being centrally managed was his customers could **guarantee** the availability of Word or Excel or any other business application would always...

... your total cost of ownership (TCO) spending if you run a Thin Client/Server base **model**. The estimated cost of running a desktop is around \$8000 to \$12,000 a year...

... we (Citrix) can halve that cost for you, it doesn't matter what our licensing **model** is, it's still a very big benefit.

'Our licensing model is about \$400 a...

2/3,K/5      (Item 1 from file: 35)

DIALOG(R)File 35:Dissertation Abs Online

(c) 2004 ProQuest Info&Learning. All rts. reserv.

01566926 ORDER NO: AAD97-23345

**OPTIMIZATION OF PRE-GATE OXIDATION CLEANING SEQUENCES (CONTAMINANT REMOVAL)**

Author: DHANDA, SUMIT

Degree: PH.D.

Year: 1997

Corporate Source/Institution: STANFORD UNIVERSITY (0212)

Source: VOLUME 58/02-B OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 864. 169 PAGES

...gate oxidation, be restricted to less than  $10^{-10}$  cm<sup>2</sup> to **guarantee** higher yields.

Metals, however, are not the only sources of defects. Particulate contamination is another...

...of this work has been optimizing the processing conditions associated with the SC1 clean, to **guarantee** low metal and particle levels. The research also focuses on optimizing subsequent cleaning steps, such...

...extensive experimentation, has been used to formulate models which are in excellent agreement with theoretical **predictions**. The models can help significantly lower **cost** of **ownership** (CoO), and have been implemented as mini-**CAD** tools, to aid in transfer of technology from Stanford University to major semiconductor manufacturers.

2/3,K/6      (Item 1 from file: 101)

DIALOG(R)File 101:Disclosure Database(R)

(c) 2004 Thomson Financial. All rts. reserv.

00267447

TEREX CORP

Disclosure Co No: T302100000

Company Status: Active

Exchange: NYS

Search Report from Ginger R. DeMille

Ticker Symbol: TEX

Location of Incorporation: DE

Primary SIC Code: 3531

Other SIC Codes: 3537; 3532

Description of Business:

THE GROUP'S PRINCIPAL ACTIVITY IS TO MANUFACTURE A BROAD RANGE OF EQUIPMENT FOR CONSTRUCTION, INFRASTRUCTURE AND MINING INDUSTRIES. THE TEREX AMERICAS AND TEREX EUROPE SEGMENTS MANUFACTURE AND SELL VARIOUS LIGHT CONSTRUCTION EQUIPMENT INCLUDING MOBILE AND PORTABLE FLOODLIGHTING SYSTEMS, CONCRETE POWER TROWELS, CONCRETE PLACEMENT SYSTEMS, CONCRETE FINISHING SYSTEMS, CONCRETE MIXERS, POWER BUGGIES, GENERATORS, TRAFFIC CONTROL PRODUCTS AND RELATED COMPONENTS. THE TEREX MINING SEGMENT MANUFACTURES AND SELLS LARGE HYDRAULIC EXCAVATORS AND HIGH CAPACITY SURFACE MINING TRUCKS AND RELATED COMPONENTS. ITS PRODUCTS ARE MANUFACTURED AT 49 PLANTS IN UNITED STATES, EUROPE, AUSTRALIA AND ASIA. ON 14-FEB-2003, THE GROUP ACQUIRED COMMERCIAL BODY CORPORATION AND ON 03-SEP-2003 IT ACQUIRED TATRA.

Footnotes:

...e) The **customer** has signed off on the acceptance, the time...

..... 2,407.2...

...Property, plant and equipment..... 49 .6

2/3,K/7 (Item 1 from file: 340)

DIALOG(R)File 340:CLAIMS(R)/US Patent

(c) 2004 IFI/CLAIMS(R). All rts. reserv.

10218020 2002-0161727

E/METHODS AND SYSTEMS FOR ELECTRONICS ASSEMBLY SYSTEMS PRICING AND CUSTOMER BENEFIT SHARING

Inventors: Duck Anthony Peter (US); Gray Robert (US); Mair Thomas (DE);  
Nguyen Tuan (US); Rawles Ian (US)

Assignee: Unassigned Or Assigned To Individual

Assignee Code: 68000

	Publication		Application		
	Kind	Number	Date	Number	Date
	A1	US 20020161727	20021031	US 2001873023	20010601
Priority Applic:				US 2001873023	20010601
Provisional Applic:				US 60-208664	20000601
				US 60-280679	20010330

Exemplary Claim: ...for pricing an electronics assembly system solution for a customer comprising the steps of: a. **predicting** , with the aid of a computer **model** , a **customer benefit** to be realized through the use of the electronics assembly system solution; b. generating a **customer benefit guarantee** based on the predicted **customer benefit** ; and c. communicating a message relating to the **customer benefit guarantee** associated with the **predicted customer benefit** .

Non-exemplary Claims: ...4. The method according to claim 1, wherein the step of **predicting** a **customer benefit** with the aid of a computer **model** comprises the steps of: entering data into an input interface; transferring data from the input...



2/3,K/8 (Item 1 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

(c) 2004 WIPO/Univentio. All rts. reserv.

00859477 \*\*Image available\*\*

**ELECTRONICS ASSEMBLY SYSTEMS CUSTOMER BENEFIT MODELING TOOLS AND METHODS**  
**OUTILS ET PROCEDES DE MODELISATION PERSONNALISEE POUR SYSTEMES D'ASSEMBLAGE**  
**DE COMPOSANTS ELECTRONIQUE**

Patent Applicant/Assignee:

SIEMENS DEMATIC ELECTRONICS ASSEMBLY SYSTEMS INC, 2875 Northwoods

Parkway, Norcross, GA 30071-1535, US, US (Residence), US (Nationality)

Inventor(s):

NGUYEN Tuan, 730 Henley Court, Duluth, GA 20097, US,

DUCK Anthony Peter, 5326 Tortuga Trail, Austin, TX 78731, US,

RAWLES Ian, 495 Persimmon Lane, Roswell, GA 30076, US,

MAIR Thomas, Linden Allee 27, 82061 Nueried, DE,

GRAY Robert, 5730 Lake Windsor Pky, Buford, GA 30518, US,

Legal Representative:

NUZZI Frank J (et al) (agent), Siemens Corporation - Intellectual

Property Dept., 186 Wood Ave. South, Iselin, NJ 08830, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200193117 A2-A3 20011206 (WO 0193117)

Application: WO 2001US17926 20010601 (PCT/WO US0117926)

Priority Application: US 2000208664 20000601; US 2001280679 20010330

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ

DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ

LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG

SI SK SL TJ TM TR TT UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 22118

Fulltext Availability:

Claims

Claim

... equipment or its operating parameters or both, for  
accomplishing the customer requirements;

C. establishing a **model** of an assembly system comprising the  
selected configuration;

d. running the **model** to generate at least one performance  
measure;

e. comparing the at least one performance measure...

...the configuration to the customer,

wherein the offer is developed, with the benefit of the **model** , during  
the sales session.

34 A method for optimizing the performance of an electronics

assembly system during a customer session, comprising the steps of:

a. establishing, during the session, a **model** of an assembly system  
having a plurality of possible configurations;

b. selecting a measure of...

...subset of the plurality

of configurations and selection of a preferred configuration;

e. running the **model** to predict the measure of performance for the

system, for each of the subset of...

...for

a customer comprising the steps of:

a. predicting, with the aid of a computer **model** , a customer benefit to be realized through the use of the electronics assembly system solution;

b. generating a **customer benefit guarantee** based on the predicted **customer benefit** ; and

c. communicating a message relating to the **customer benefit guarantee** associated with the **predicted customer benefit** .

130

. The method according to claim 35, in which the customer benefit **guarantee** comprises a particular cost of ownership of the electronics assembly system.

37 The method according to claim 35, wherein the prediction is performed using a computer **model** that represents the electronics assembly system at a material flow leve(inverted exclamation mark) of...

2/3,K/9 (Item 1 from file: 545)

DIALOG(R)File 545:Investext(R)

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11366093

ICT GROUP

TUCKER ANTHONY CAPITAL MARKETS

LARSON, J.P.

WISCONSIN (STATE OF)

DATE: December 4, 00

INVESTEXT(tm) REPORT NUMBER: 2009542, PAGE 7 OF 13, TEXT PAGE

This is a(n) COMPANY report.

TEXT:

...to pursue cross-sell and up-sell opportunities, transforming the traditional call center into a **profit** center. CRM, in many respects, is the natural evolution of customer service. The significant difference...

...increased revenues profitably. CRM drivers include:

CRM is transforming call-centers from cost center to **profit** centers  
Increased Global Competition--In many industries, the ability to effectively manage customer relationships is...

...not months)

\* Lack of internal IT resources (skill shortage)

\* Lower cost of ownership (predictable cost **model** )

2/3,K/10 (Item 2 from file: 545)

DIALOG(R)File 545:Investext(R)

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Search Report from Ginger R. DeMille

03930976

**Applied Materials - Company Report**

MORGAN STANLEY & CO. INC.

Maire, R.

NEW YORK (STATE OF)

DATE: December 6, 93

INVESTEXT(tm) REPORT NUMBER: 1398905, PAGE 21 OF 29, TEXT PAGE

This is a(n) COMPANY report.

TEXT:

...the initial capital cost of the equipment. Estimating cost of ownership entails a relatively complex **model**, and a commonly used version comes from Sematech. It takes into account throughput, reliability, uptime...

...in the industry and inhibit new companies from entering the market.

Service as a Strong **Profit** Center

After about four years the service revenues on systems sold by AMAT tend to...

2/3,K/11 (Item 1 from file: 610)

DIALOG(R)File 610:Business Wire

(c) 2004 Business Wire. All rts. reserv.

00663212 20020212043B1255 (USE FORMAT 7 FOR FULLTEXT)

**CrownPeak Technology Develops Affordable Outsourced Content Management Systems for Leaders in Education, Non-Profit Sectors-University of Southern California, Local Initiatives Support Corporation Gain World-Class...**

Business Wire

Tuesday, February 12, 2002 08:04 EST

JOURNAL CODE: BW LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

DOCUMENT TYPE: NEWSWIRE

WORD COUNT: 1,135

...will provide a venue for gathering information and advice from experts nationwide.

"As a non-**profit** organization with a strong commitment to our mission, we were seeking an enterprise-level solution...

...sites" for the 40 program areas across the country. CrownPeak has also implemented its powerful "**model**" capability so that LISC administrators can simply click on a "New Program Area" button and...  
...continue to maintain and update the system for the organization as it grows, ensuring a **predictable**, ongoing, low total **cost of ownership**."

For USC, A Custom Solution -- In Less Than a Month

For the University of Southern...

2/3,K/12 (Item 1 from file: 647)  
DIALOG(R)File 647:CMP Computer Fulltext  
(c) 2004 CMP Media, LLC. All rts. reserv.

01258122 CMP ACCESSION NUMBER: IWK20021209S0044  
**The Proof Is In The Project - Merrill Lynch has strict  
Return-On-Investment standards for technology**  
Cristina McEachern  
INFORMATIONWEEK, 2002, n 918, PG66  
PUBLICATION DATE: 021209  
JOURNAL CODE: IWK LANGUAGE: English  
RECORD TYPE: Fulltext  
SECTION HEADING: Leadership  
WORD COUNT: 1807

... isn't one, Balliet says.

Instead, Balliet believes in what he calls an "overall governance  
**model** " for determining whether technology projects should be started,  
continued, and finished. "We've changed the...

...have been told to decide how much technology they can afford when  
formulating their overall **profit** and margin plans, Balliet says. During  
the budget process, each business- unit executive finds out...

...major components to determine ROI, all of which go at the same time.  
First is **estimating** a total **cost** of **ownership** over five years for  
the technology investment. This includes the cost of developing the  
application...

2/3,K/13 (Item 1 from file: 654)  
DIALOG(R)File 654:US Pat.Full.  
(c) Format only 2004 The Dialog Corp. All rts. reserv.

0005106970 \*\*IMAGE Available  
Derwent Accession: 2002-090113  
**Methods and systems for electronics assembly systems pricing and customer  
benefit sharing**  
Inventor: Tuan Nguyen, INV  
Anthony Duck, INV  
Ian Rawles, INV  
Thomas Mair, INV  
Robert Gray, INV  
Correspondence Address: Siemens Corporation Intellectual Property  
Department, 186 Wood Avenue South, Iselin, NJ, 08830, US

	Publication Number	Kind	Date	Application Number	Filing Date
Main Patent	US 20020161727	A1	20021031	US 2001873023	20010601
Provisional				US 60-208664	20000601
Provisional				US 60-280679	20010330

Fulltext Word Count: 14620  
Summary of the Invention:  
...things, to the absence of methods to quickly and easily build and  
run a simulation **model** for a proposed electronics assembly system

Search Report from Ginger R. DeMille

configuration that would provide adequate computational results within the...an electronics assembly system solution for a customer. First, with the aid of a computer **model** , a customer benefit to be realized through the use of the electronics assembly system solution is predicted. A **customer benefit guarantee** is then generated, based on the predicted **customer benefit** , and a message relating to the **customer benefit guarantee** associated with the **predicted customer benefit** is transmitted to the customer...

2/3,K/14 (Item 1 from file: 993)

DIALOG(R) File 993:NewsRoom 2002

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0556016936 160S0JK7

**The Proof Is In The Project -- Merrill Lynch has strict Return-On-Investment standards for technology**

Cristina McEachern

InformationWeek, n918, p66

Monday, December 9, 2002

JOURNAL CODE: AJFW LANGUAGE: English RECORD TYPE: Fulltext

DOCUMENT TYPE: Trade Journal ISSN: 8750-6874

WORD COUNT: 1,850

...major components to determine ROI, all of which go at the same time. First is **estimating** a total **cost of ownership** over five years for the technology investment. This includes the cost of developing the application ...

Search Report from Ginger R. DeMille

? show files;ds

File 15:ABI/Inform(R) 1971-2004/Apr 21  
 (c) 2004 ProQuest Info&Learning  
 File 16:Gale Group PROMT(R) 1990-2004/Apr 21  
 (c) 2004 The Gale Group  
 File 148:Gale Group Trade & Industry DB 1976-2004/Apr 21  
 (c)2004 The Gale Group  
 File 160:Gale Group PROMT(R) 1972-1989  
 (c) 1999 The Gale Group  
 File 275:Gale Group Computer DB(TM) 1983-2004/Apr 21  
 (c) 2004 The Gale Group  
 File 621:Gale Group New Prod.Annou.(R) 1985-2004/Apr 20  
 (c) 2004 The Gale Group  
 File 9:Business & Industry(R) Jul/1994-2004/Apr 20  
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 File 20:Dialog Global Reporter 1997-2004/Apr 21  
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 File 476:Financial Times Fulltext 1982-2004/Apr 21  
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 File 610:Business Wire 1999-2004/Apr 21  
 (c) 2004 Business Wire.  
 File 613:PR Newswire 1999-2004/Apr 21  
 (c) 2004 PR Newswire Association Inc  
 File 634:San Jose Mercury Jun 1985-2004/Apr 20  
 (c) 2004 San Jose Mercury News  
 File 636:Gale Group Newsletter DB(TM) 1987-2004/Apr 21  
 (c) 2004 The Gale Group  
 File 810:Business Wire 1986-1999/Feb 28  
 (c) 1999 Business Wire  
 File 813:PR Newswire 1987-1999/Apr 30  
 (c) 1999 PR Newswire Association Inc  
 File 13:BAMP 2004/Apr W1  
 (c) 2004 The Gale Group  
 File 75:TGG Management Contents(R) 86-2004/Apr W2  
 (c) 2004 The Gale Group  
 File 95:TEME-Technology & Management 1989-2004/Apr W1  
 (c) 2004 FIZ TECHNIK  
 File 47:Gale Group Magazine DB(TM) 1959-2004/Apr 21  
 (c) 2004 The Gale group  
 File 625:American Banker Publications 1981-2004/Apr 21  
 (c) 2004 American Banker  
 File 267:Finance & Banking Newsletters 2004/Apr 19  
 (c) 2004 The Dialog Corp.  
 File 626:Bond Buyer Full Text 1981-2004/Apr 21  
 (c) 2004 Bond Buyer  
 File 139:EconLit 1969-2004/Apr  
 (c) 2004 American Economic Association

Set	Items	Description
S1	1253	(PREDICT? OR ESTIMAT? OR FORETELL? OR PROJECTING OR GUESTI-MAT?) (8N) (CUSTOMER()BENEFIT OR COST(1W)OWNERSHIP)
S2	32	S1 AND (MODEL OR MODELLING OR CAD OR CAM OR COMPUTER()AIDE-D) (3S) (GUARANTEE OR PROFIT OR PROFIT()MARGIN)
S3	32	S1 AND (MODEL OR MODELLING OR CAD OR CAM OR COMPUTER()AIDE-D) (3S) (GUARANTEE OR PROFIT OR PROFIT()MARGIN)
S4	16	RD S2 (unique items)

? t4/3,k/all

4/3,K/1 (Item 1 from file: 15)  
 DIALOG(R)File 15:ABI/Inform(R)  
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02497877 262841381

**The proof is in the project**

McEachern, Cristina

InformationWeek n918 PP: 66-70 Dec 9, 2002

ISSN: 8750-6874 JRNL CODE: IWK

WORD COUNT: 2030

...ABSTRACT: 4 major components to determine ROI, all of which go at the same time: 1. **estimating** a total **cost** of **ownership** over 5 years for the technology investment, 2. the value expected from the initiative, 3...  
...TEXT: isn't one, Balliet says.

Instead, Balliet believes in what he calls an "overall governance **model** " for determining whether technology projects should be started, continued, and finished. "We've changed the...

... have been told to decide how much technology they can afford when formulating their overall **profit** and margin plans, Balliet says. During the budget process, each businessunit executive finds out from...

... major components to determine ROI, all of which go at the same time. First is **estimating** a total **cost** of **ownership** over five years for the technology investment. This includes the cost of developing the application  
...

**4/3,K/2 (Item 2 from file: 15)**

DIALOG(R)File 15:ABI/Inform(R)

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02049739 57393445

**The art of negotiation**

Trott, Bob

InfoWorld v22n31 PP: 28-30 Jul 31, 2000

ISSN: 0199-6649 JRNL CODE: IFW

WORD COUNT: 1884

...TEXT: vendors have been scrambling for months to set up licensing schemes that do not choke **profit** .

For customers, going to an ASP (application service provider) offers many potential benefits. Up-front...

... fees can go away completely, and businesses benefit when they pay on an actual-use **model** , many observers say.

The Web lends itself to the ASP scenario because it has created...

... ultracompetitive in price because they really want that business," Tecknowlogy's Perl says. "The total **cost** of **ownership** for hardware is much more **predictable** ."

Knowing the lay of the high-tech land is key, too, particularly when dealing with...

**4/3,K/3 (Item 3 from file: 15)**

DIALOG(R)File 15:ABI/Inform(R)

(c) 2004 ProQuest Info&Learning. All rts. reserv.

Search Report from Ginger R. DeMille

01538842 01-89830

**The year in review: March 1997**

Anonymous

Computer Reseller News n764 PP: 374-384 Nov 17, 1997

ISSN: 0893-8377 JRNL CODE: CRN

WORD COUNT: 4917

...TEXT: management, product management, application loading, troubleshooting."

Bill Kirwin, vice president at Gartner Group, Stamford, Conn., **estimated** the total **cost** of **ownership** of a networked Windows 95 "fat client" to be about \$10,000 a year if...help reduce inventory and increase fulfillment and systems customization, but distributors were still worrying about **profit**, competitive pricing, competition against VARs with more configuration experience and customer reach, component availability and return policies.

"This whole program was designed around the aggregator **model**," said Pat O'Horo, vice president of Tech Data Corp.'s system division. MicroAge and...

**4/3,K/4 (Item 1 from file: 16)**

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2004 The Gale Group. All rts. reserv.

09434631 Supplier Number: 82775860 (USE FORMAT 7 FOR FULLTEXT)

**CrownPeak Technology Develops Affordable Outsourced Content Management**

**Systems for Leaders in Education, Non-Profit Sectors.**

Business Wire, p0129

Feb 12, 2002

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 1184

... will provide a venue for gathering information and advice from experts nationwide.

"As a non-**profit** organization with a strong commitment to our mission, we were seeking an enterprise-level solution...

...sites" for the 40 program areas across the country. CrownPeak has also implemented its powerful "**model**" capability so that LISC administrators can simply click on a "New Program Area" button and...

...continue to maintain and update the system for the organization as it grows, ensuring a **predictable**, ongoing, low total **cost** of **ownership**."

For USC, A Custom Solution -- In Less Than a Month

For the University of Southern...

**4/3,K/5 (Item 2 from file: 16)**

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2004 The Gale Group. All rts. reserv.

08624439 Supplier Number: 74479037 (USE FORMAT 7 FOR FULLTEXT)

**TeleComputing Named to Top Ten U.S. ASP List.**

Business Wire, p2063

May 14, 2001

Language: English Record Type: Fulltext



Search Report from Ginger R. DeMille

Document Type: Newswire; Trade

Word Count: 985

... TeleComputing will make a significant impact in the ASP market because of its strong business **model** . TeleComputing has a number of network service provider customers, as well as more than 400...

...By being faster to market, private label telcos and enterprise customers are also faster to **profit** . They're able to downsize or reallocate internal staff and gain a competitive edge, the...

...applications. From the server to the desktop and from headquarters to remote locations, customers pay **predictable** , low monthly costs. This lowers customers' total **cost of ownership** and helps increase their profitability. IT becomes a strategic tool, not a limitation.

Gartner reports...

**4/3,K/6 (Item 3 from file: 16)**

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2004 The Gale Group. All rts. reserv.

07664887 Supplier Number: 63791119 (USE FORMAT 7 FOR FULLTEXT)

**The art of negotiation - Yes, the legislative landscape is changing, but building a strong negotiation strategy when purchasing software has always been critical. (Industry Trend or Event)**

Trott, Bob

InfoWorld, v22, n31, p28

July 31, 2000

Language: English Record Type: Fulltext Abstract

Document Type: Magazine/Journal; Trade

Word Count: 1866

... vendors have been scrambling for months to set up licensing schemes that do not choke **profit** .

For customers, going to an ASP (application service provider) offers many potential benefits. Up-front...

...fees can go away completely, and businesses benefit when they pay on an actual-use **model** , many observers say.

The Web lends itself to the ASP scenario because it has created...

...ultracompetitive in price because they really want that business," Tecknowlogy's Perl says. "The total **cost of ownership** for hardware is much more **predictable** ."

Knowing the lay of the high-tech land is key, too, particularly when dealing with...

**4/3,K/7- (Item 4 from file: 16)**

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2004 The Gale Group. All rts. reserv.

06267567 Supplier Number: 54368704 (USE FORMAT 7 FOR FULLTEXT)

**Seven More Companies Are Up And Running With Pandesic's e-business Solution.**

Business Wire, p0102

April 14, 1999

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 1160

... and running with the Pandesic(TM) e-business solution. These merchants benefit from Pandesic's **predictable cost of ownership**, the ability to outsource their critical e-business functions, the flexibility afforded to their front...

...and affordable," said Pete Wolcott, president of Pandesic. "Our e-business solution and unique partnership **model** provide an outsourced infrastructure with proven e-business processes to **guarantee** the shared success of both Pandesic and our merchants."

More Pandesic E-business Solutions At...

...eBatts.com's customers the ability to effortlessly search the extensive product selection by manufacturer, **model** name or part number to locate the correct product.

Esperanza Works (<http://www.esperanzaworks.com>...

**4/3,K/8 (Item 5 from file: 16)**

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2004 The Gale Group. All rts. reserv.

04330069 Supplier Number: 46346866 (USE FORMAT 7 FOR FULLTEXT)

**THE GIANT KILLER?**

Computer Business Review, v4, n5, pN/A

May 1, 1996

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 5076

... thing for three times the cost of a PC and still have a lower total **cost of ownership**," says McNealy of Sun. Initial **estimates** (by Sun) suggest that NC could reduce support costs by as much as 70%.

This...device only add up to \$295. This means that low pricing is feasible, but the **profit** margins may be even thinner than PCs. If this proves to be the case, suppliers...

...including Microsoft - are starting to debate how they can deliver the advantages of the NC **model** without losing control of their market. Despite Microsoft's protestations that the NC is irrelevant...

**4/3,K/9 (Item 1 from file: 148)**

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2004 The Gale Group. All rts. reserv.

09888753 SUPPLIER NUMBER: 20013691 (USE FORMAT 7 OR 9 FOR FULL TEXT)

**March 1997. (The Year in Review) (Industry Trend or Event)**

Computer Reseller News, n764, p374(7)

Nov 17, 1997

ISSN: 0893-8377 LANGUAGE: English RECORD TYPE: Fulltext; Abstract

WORD COUNT: 5272 LINE COUNT: 00419

... management, product management, application loading, troubleshooting."

Bill Kirwin, vice president at Gartner Group, Stamford, Conn., **estimated** the total **cost of ownership** of a networked Windows 95 "fat client" to be about \$10,000 a year if...help reduce inventory and increase fulfillment and systems customization, but distributors were still worrying

Search Report from Ginger R. DeMille

about **profit** , competitive pricing, competition against VARs with more configuration experience and customer reach, component availability and return policies.

"This whole program was designed around the aggregator **model** ," said Pat O'Horo, vice president of Tech Data Corp.'s system division.  
MicroAge and...

4/3,K/10 (Item 1 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter  
(c) 2004 The Dialog Corp. All rts. reserv.

24178738 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Concur Technologies Results Achieve Expectations For Eighth Consecutive Quarter**

PR NEWSWIRE (US)

July 31, 2002

JOURNAL CODE: WPRU LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 1681

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... third quarter. Both TRW and CNF signed on to utilize Concur Expense in a hosted **model** . -- Global expansion continued during the third quarter with eleven internationally based companies signing contracts including...

... The partnership with ADP has resulted in over 375 customers to date for the ASP **model** of Concur Expense. The reseller partnership with Microsoft Great Plains resulted in eight new customer...

... consists of 70 customers, more than 75% of which utilize a hosted service; providing both **predictable** recurring revenue for the Company and significant **customer benefit** through rapid deployment with minimal IT resource investment. Customers include Hewlett-Packard, General Motors, Ford...

...to be between \$34.8 and \$35.2 million for fiscal 2003. -- Concur expects a **profit** per share of between \$.05 and \$.07 for fiscal 2003. About Concur Technologies, Inc.

Concur...

4/3,K/11 (Item 2 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter  
(c) 2004 The Dialog Corp. All rts. reserv.

20683158 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Infosys Technologies Limited (NASDAQ: INFY) announces results for the quarter ended December 31, 2001**

PR NEWSWIRE

January 10, 2002

JOURNAL CODE: WPRW LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 1572

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... applications and infrastructure, and to recommend appropriate management and deployment options after analysing the total **cost** of **ownership** . Continuing an earlier relationship, Infosys is creating a

Search Report from Ginger R. DeMille

**predictive** roadmap and implementation plan for an Enterprise Portal for a banking, insurance and asset management...

... enables its clients to fully exploit technology for business transformation. Clients leverage Infosys' Global Delivery **Model** to achieve higher quality, rapid time-to-market and cost-effective solutions.

Safe Harbour Provision... of 73,051,526 60,583,336 214,517,882  
152,743,812 revenues Gross **profit** 64,528,294 54,328,030 190,852,830  
140,364,437 Operating Expenses: Selling...

4/3,K/12 (Item 3 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter  
(c) 2004 The Dialog Corp. All rts. reserv.

17820694 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**somm.com: Hewlett Packard selects somm.com to sell its products online in Europe**

M2 PRESSWIRE

July 17, 2001

JOURNAL CODE: WMPR LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 971

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... allows companies to share financial risk.

Partnering with somm.com has enabled HP to accurately **estimate** the Total **Cost of Ownership** of their eCommerce platform and benefit from an optimal cost/service ratio, thus maximizing their...

...retaining the flexibility of the online platform.

A key benefit of somm.com's business **model** is that it enables companies to involve their traditional channels within their eBusiness strategy. Once...

... already shows promising results: the first implemented online store is already close to showing a **profit**.

Since th May, HP's Swiss customers have been able to purchase online the full...

4/3,K/13 (Item 4 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter  
(c) 2004 The Dialog Corp. All rts. reserv.

02472260 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Citrix claims affordable Year 2000 answer via Thin/Client Server implementation**

CANBERRA TIMES , CT ed, p13

August 03, 1998

JOURNAL CODE: WCTS LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 830

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... a WAN envi ronment will get better perform ance if they ran on a Citrix **model** ,' Mr Youakim said.

He said desktop PC users did not lose any performance by ac...

...he said.

Search Report from Ginger R. DeMille

Mr Youakim said a benefit of being centrally managed was his customers could **guarantee** the availability of Word or Excel or any other business application would always...

...computing, especially in licensing.

'The end result of managing everything centrally is the reduced **cost** of **ownership** ,' Mr Youakim said.

'We **estimate** you can save up to 50 per cent on your total cost of ownership (TCO) spending if you run a Thin Client/Server base **model** . The estimated cost of running a desktop is around \$8000 to \$12,000 a year...

... we (Citrix) can halve that cost for you, it doesn't matter what our licensing **model** is, it's still a very big benefit.

'Our licensing model is about \$400 a...

4/3,K/14 (Item 1 from file: 610)  
DIALOG(R)File 610:Business Wire  
(c) 2004 Business Wire. All rts. reserv.

00663212 20020212043B1255 (USE FORMAT 7 FOR FULLTEXT)  
**CrownPeak Technology Develops Affordable Outsourced Content Management Systems for Leaders in Education, Non-Profit Sectors-University of Southern California, Local Initiatives Support Corporation Gain World-Class...**  
Business Wire  
Tuesday, February 12, 2002 08:04 EST  
JOURNAL CODE: BW LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT  
DOCUMENT TYPE: NEWSWIRE  
WORD COUNT: 1,135

...will provide a venue for gathering information and advice from experts nationwide.

"As a non-**profit** organization with a strong commitment to our mission, we were seeking an enterprise-level solution...

...sites" for the 40 program areas across the country. CrownPeak has also implemented its powerful "**model**" capability so that LISC administrators can simply click on a "New Program Area" button and...  
...continue to maintain and update the system for the organization as it grows, ensuring a **predictable** , ongoing, low total **cost of ownership** ."

For USC, A Custom Solution -- In Less Than a Month

For the University of Southern...

4/3,K/15 (Item 2 from file: 610)  
DIALOG(R)File 610:Business Wire  
(c) 2004 Business Wire. All rts. reserv.

00645050 20020110010B8205 (USE FORMAT 7 FOR FULLTEXT)  
**Infosys Technologies Limited Announces Results for the Quarter Ended December 31, 2001; Infosys Reports a Comfortable Quarter Amidst Challenging Conditions**  
Business Wire

Search Report from Ginger R. DeMille

Thursday, January 10, 2002 00:46 EST

JOURNAL CODE: BW LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

DOCUMENT TYPE: NEWSWIRE

WORD COUNT: 1,676

...applications and infrastructure, and to recommend appropriate management and deployment options after analyzing the total **cost** of **ownership** .

Continuing an earlier relationship, Infosys is creating a **predictive** roadmap and implementation plan for an Enterprise Portal for a banking, insurance and asset management...

...enables its clients to fully exploit technology for business transformation. Clients leverage Infosys' Global Delivery **Model** to achieve higher quality, rapid time-to-market and cost-effective solutions.

Safe Harbor Provision...	579,820	114,911,366
Cost of revenues	73,051,526	60,583,336
Gross <b>profit</b>	64,528,294	54,328,030
Operating Expenses:		
Selling and marketing expenses	6,840,680...	
...	370,712	293,108,249
Cost of revenues	214,517,882	152,743,812
Gross <b>profit</b>	190,852,830	140,364,437
Operating Expenses:		
Selling and marketing expenses	19,752,095...	

**4/3,K/16** (Item 1 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)

(c) 2004 The Gale Group. All rts. reserv.

05032808 Supplier Number: 76581409 (USE FORMAT 7 FOR FULLTEXT)

**Hewlett-Packard selects somm.com to sell its products online in Europe.**

M2 Presswire, pNA

July 17, 2001

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 1075

... allows companies to share financial risk.

Partnering with somm.com has enabled HP to accurately **estimate** the Total **Cost** of **Ownership** of their eCommerce platform and benefit from an optimal cost/service ratio, thus maximizing their...retaining the flexibility of the online platform.

A key benefit of somm.com's business **model** is that it enables companies to involve their traditional channels within their eBusiness strategy. Once...already shows promising results: the first implemented online store is already close to showing a **profit** .

Since th May, HP's Swiss customers have been able to purchase online the full...

?

Search Report from Ginger R. DeMille

? show files;ds

File 9:Business & Industry(R) Jul/1994-2004/Apr 20  
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File 13:BAMP 2004/Apr W1  
(c) 2004 The Gale Group

File 15:ABI/Inform(R) 1971-2004/Apr 21  
(c) 2004 ProQuest Info&Learning

File 16:Gale Group PROMT(R) 1990-2004/Apr 21  
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File 30:AsiaPacific 1985-2004/Mar 01  
(c) 2004 Aristarchus Knowledge Indus.

File 101:Disclosure Database(R) 2004/Apr W3  
(c) 2004 Thomson Financial

File 119:Textile Technol.Dig. 1978-2003/Jun  
(c) 2003 EBSCO Publishing

File 148:Gale Group Trade & Industry DB 1976-2004/Apr 21  
(c) 2004 The Gale Group

File 180:Federal Register 1985-2004/Apr 21  
(c) 2004 format only The DIALOG Corp

File 241:Elec. Power DB 1972-1999Jan  
(c) 1999 Electric Power Research Inst.Inc

File 249:PIRA Mgt. & Mktg. Abs. 1976-2004Apr W2  
(c) 2004 Pira International

File 267:Finance & Banking Newsletters 2004/Apr 19  
(c) 2004 The Dialog Corp.

File 340:CLAIMS(R)/US Patent 1950-04/Apr 20  
(c) 2004 IFI/CLAIMS(R)

File 345:Inpadoc/Fam.& Legal Stat 1968-2004/UD=200416  
(c) 2004 EPO

File 349:PCT FULLTEXT 1979-2002/UB=20040415,UT=20040408  
(c) 2004 WIPO/Univentio

File 476:Financial Times Fulltext 1982-2004/Apr 21  
(c) 2004 Financial Times Ltd

File 483:Newspaper Abs Daily 1986-2004/Apr 17  
(c) 2004 ProQuest Info&Learning

File 485:Accounting & Tax DB 1971-2004/Apr W1  
(c) 2004 ProQuest Info&Learning

File 553:Wilson Bus. Abs. FullText 1982-2004/Apr  
(c) 2004 The HW Wilson Co

File 570:Gale Group MARS(R) 1984-2004/Apr 21  
(c) 2004 The Gale Group

File 613:PR Newswire 1999-2004/Apr 21  
(c) 2004 PR Newswire Association Inc

File 621:Gale Group New Prod.Annou.(R) 1985-2004/Apr 20  
(c) 2004 The Gale Group

File 625:American Banker Publications 1981-2004/Apr 21  
(c) 2004 American Banker

File 635:Business Dateline(R) 1985-2004/Apr 21  
(c) 2004 ProQuest Info&Learning

File 636:Gale Group Newsletter DB(TM) 1987-2004/Apr 21  
(c) 2004 The Gale Group

File 647:CMP Computer Fulltext 1988-2004/Apr W2  
(c) 2004 CMP Media, LLC

File 649:Gale Group Newswire ASAP(TM) 2004/Apr 20  
(c) 2004 The Gale Group

File 654:US Pat.Full. 1976-2004/Apr 15  
(c) Format only 2004 The Dialog Corp.

File 696:DIALOG Telecom. Newsletters 1995-2004/Apr 20  
(c) 2004 The Dialog Corp.

Search Report from Ginger R. DeMille

File 717:The Washington Times Jun 1989-2004/Apr 21  
(c) 2004 Washington Times  
File 755:New Zealand Newspapers 1995-2004/Apr 20  
(c) Fairfax New Zealand Ltd.  
File 759:Reuters Business Insight 1992-2004/Apr  
(c) 2004 Datamonitor  
File 762:Euromonitor Market Res. 1991-2004/Apr  
(c) 2004 Euromonitor Intl.Inc.  
File 765:Frost & Sullivan 1992-1999/Apr  
(c) 1999 Frost & Sullivan Inc.  
File 768:EIU Market Research 2004/Apr 12  
(c) 2004 EIU  
File 813:PR Newswire 1987-1999/Apr 30  
(c) 1999 PR Newswire Association Inc  
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(c) 2004 The Dialog Corporation  
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File 994:NewsRoom 2001  
(c) 2004 The Dialog Corporation  
File 995:NewsRoom 2000  
(c) 2004 The Dialog Corporation

Set	Items	Description
S1	151	(CUSTOMER() (PROFIT OR BENEFIT)) (S) (PRICING OR HOW(2W)CHARG- E)
S2	103	RD (unique items)

? t2/3,k/all  
>>>KWIC option is not available in file(s): 241

**2/3,K/1 (Item 1 from file: 9)**  
DIALOG(R)File 9:Business & Industry(R)  
(c) 2004 The Gale Group. All rts. reserv.

3705759 Supplier Number: 03705759 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
**Franchise community builds on modest gains: not as hard-hit as managed  
hotels, franchisees and franchisors are looking for improved performance  
during the last six months of 2003. (special report).**

Hotels, v 37, n 3, p 40  
March 2003  
DOCUMENT TYPE: Journal ISSN: 1047-2975 (United States)  
LANGUAGE: English RECORD TYPE: Fulltext  
WORD COUNT: 3360

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:  
...PAR" rather than RevPAR, an analysis of sales per square meter for food  
and beverage, **pricing** analyses and evaluations of **customer profit**  
contribution. Major brands' franchisees are likely to be able to draw on  
24-hour support...

**2/3,K/2 (Item 2 from file: 9)**  
DIALOG(R)File 9:Business & Industry(R)  
(c) 2004 The Gale Group. All rts. reserv.

2049551 Supplier Number: 02049551 (USE FORMAT 7 OR 9 FOR FULLTEXT)



**Piecing the puzzle together -- IBM Adding Muscle To Supply-Chain  
Re-Engineering -- Names channel veteran to head new organization  
(IBM's plan to create organization devoted to channel assembly and supply  
chain re-engineering is meant to strengthen firm's goal to migrate entire  
PC product line to channel assembly by 7/1/98)**

Computer Reseller News, p 95

January 26, 1998

DOCUMENT TYPE: Journal ISSN: 0893-8377 (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 477

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...that it's right for the customer. . . . As we go through the first  
quarter, the **customer benefit** starts to come through in terms of  
**pricing** and the value-added services the channel can provide.

"We want to get the whole...

**2/3,K/3 (Item 3 from file: 9)**

DIALOG(R)File 9:Business & Industry(R)

(c) 2004 The Gale Group. All rts. reserv.

1151945 Supplier Number: 01151945 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Northumbrian complains over effects of unpriced Lyonnaise interest  
(Lyonnaise des Eaux rationalising property and civil engineering  
activities; launches joint venture with Mekorot)**

Water Briefing, n 33, p 3

March 22, 1995

DOCUMENT TYPE: Newsletter (United Kingdom)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 963

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...views on the degree to which customers should benefit from a takeover.

OFWAT has stated **customer benefit** as the principal concern. As in  
previous cases the Director General of OFWAT will argue that, since  
inter-company comparisons are central to his judgements on **pricing** and  
efficiency, the loss of a further comparator must be compensated by proven  
savings for...

**2/3,K/4 (Item 1 from file: 13)**

DIALOG(R)File 13:BAMP

(c) 2004 The Gale Group. All rts. reserv.

1186778 Supplier Number: 02652712 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Creating and Controlling Persona**

(Internet Service Providers (ISPs) should enhance their customers'  
experience on their Web sites to cultivate loyalty; in the  
business-to-business market, the creation of a directory will benefit  
users and vendors)

Article Author(s): Remillard, Jason

Boardwatch Magazine, v XIV, n 11, p 42-44

November 2000

Search Report from Ginger R. DeMille

DOCUMENT TYPE: Journal ISSN: 1054-2760 (United States)  
LANGUAGE: English RECORD TYPE: Fulltext  
WORD COUNT: 1889

TEXT:

...bot to collect competitive pricing and support options. For service providers, the impetus to provide **customer benefit** -- or the perception of **customer benefit** -- is frequently clouded by the pace of business itself, with complicated business models and diverging...

2/3,K/5 (Item 2 from file: 13)

DIALOG(R)File 13:BAMP

(c) 2004 The Gale Group. All rts. reserv.

1185321 Supplier Number: 02639979 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Banks Must Manage Small-Business Deposits to Foster Long-Term Growth**

(Banks can learn from the experience of Fleet Bank, which adapted its marketing programs to target small businesses and analyzed the profitability of these deposit accounts to boost profits immediately)

Article Author(s): Connolly, Brian J

Commercial Lending Review, v 15, n 4, p 8-14

Fall 2000

DOCUMENT TYPE: Journal ISSN: 0886-8204 (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 3592

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...behavior, and profitability.

These quantitative and qualitative results then can be combined to determine a **customer profit** potential that is keyed to such factors as behavior, industry, geography, and the presence of...

...design for the small-business market, resulting in relationship offerings that integrate channel choices with **pricing** options. The most successful product offerings will be determined by the trade-offs the target...make transactions at the branch.

When executed properly, channel pricing represents a new lever for **customer profit** growth. The objective is to balance the cost of any given delivery channel with appropriate...

...expense of providing them. Too often, fear of losing a customer to the competition influences **pricing** to the point of never realizing a profit--in other words, if you consistently underprice...

2/3,K/6 (Item 3 from file: 13)

DIALOG(R)File 13:BAMP

(c) 2004 The Gale Group. All rts. reserv.

1064847 Supplier Number: 01248051 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Novell Nets Win for Intranetware Web Software**

(VAR Business survey ranks Novell first in Internet server software category; survey finds Novell's greatest strength to be its support and partnership performance; although the companies focus on partnering has paid off, marketing message is weak)

Article Author(s): Kaplan, Marcia

Search Report from Ginger R. DeMille

VAR Business, p 261-264

October 15, 1997

DOCUMENT TYPE: Journal; Survey ISSN: 0894-5802 (United States)

LANGUAGE: English RECORD TYPE: Fulltext; Abstract

WORD COUNT: 1562

ABSTRACT:

...at Novell, says that the company is shifting from focusing on technology to stress on **customer benefit**. Novell executives acknowledge some of VARs' doubt that Novell is not strong enough to compete...

2/3,K/7 (Item 1 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

(c) 2004 ProQuest Info&Learning. All rts. reserv.

02587013 333143301

**Crystal clearance**

Reid, Gavin; Smith, Julia

Financial Management PP: 26-27 Apr 2003

ISSN: 1471-9185 JRNL CODE: MAC

WORD COUNT: 1735

...TEXT: in web usage as part of the solution, not as a threat. The logic of traditional **pricing** strategies can be refreshed using the internet. Firms also need to create new forms of differential **pricing** for customers. These must be seen to create value, yet be resistant to downward pressure on prices. The starting point is to support revenue flows with new **pricing** strategies, involving smarter ways of identifying and capturing **customer benefit**. The next point is to consider the pressure that price transparency has on your supplies...

2/3,K/8 (Item 2 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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02036250 56094962

**Measuring and evaluating the cost of serving your customers**

Anonymous

Bank Controllers Report v7n5 PP: 2-6+ Jun 2000

JRNL CODE: BKC

...ABSTRACT: high level of revenue or one that generates lower levels of revenue yet provides a **customer benefit**. Some points to consider when analyzing products and services are listed, including: 1. Issuing additional...

... not generate revenue. 2. Not every product should be pushed at every customer. 3. Bank **pricing** systems are not conducive to profitability.

2/3,K/9 (Item 3 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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01899653 05-50645

**Talking tough**

Sax, George

Telephony v237n6 PP: 56 Aug 9, 1999

ISSN: 0040-2656 JRNL CODE: TPH  
WORD COUNT: 688

...TEXT: division multiplexing, The Meta Group study said.

To counteract falling margins, telcos should rethink their **pricing** policies, King said. "Service providers should push for a higher service level to maintain per- **customer profit** . Telcos are making less money off a typical user. Carriers should look closely at flat-rate **pricing** , especially-but not only-in long-distance. Everything from 50% to 70% of long-distance...

**2/3,K/10 (Item 4 from file: 15)**  
DIALOG(R)File 15:ABI/Inform(R)  
(c) 2004 ProQuest Info&Learning. All rts. reserv.

01619373 02-70362

**The neglected frontier: Product pricing risk**  
Smith, Stanley D; Frieder, Larry A  
ABA Banking Journal v90n4 PP: 46-50 Apr 1998  
ISSN: 0194-5947 JRNL CODE: BNK  
WORD COUNT: 2126

...TEXT: as an initial step to address the customer profitability dilemma, a significant part of the **customer profit** and risk equation remains dangerously neglected-product- **pricing** risk.

As multiproduct firms operating in numerous different product markets, banks face many different types...

**2/3,K/11 (Item 5 from file: 15)**  
DIALOG(R)File 15:ABI/Inform(R)  
(c) 2004 ProQuest Info&Learning. All rts. reserv.

01567288 02-18277

**IBM adding muscle to supply-chain re-engineering**  
Zarley, Craig  
Computer Reseller News n773 PP: 95-96 Jan 26, 1998  
ISSN: 0893-8377 JRNL CODE: CRN  
WORD COUNT: 483

...TEXT: that it's right for the customer.... As we go through the first quarter, the **customer benefit** starts to come through in terms of **pricing** and the valueadded services the channel can provide.

"We want to get the whole discussion...

**2/3,K/12 (Item 6 from file: 15)**  
DIALOG(R)File 15:ABI/Inform(R)  
(c) 2004 ProQuest Info&Learning. All rts. reserv.

00960732 96-10125

**Tools for teams addressing total customer satisfaction**  
Peck, Bobbi  
Industrial Engineering v27n1 PP: 30-34 Jan 1995  
ISSN: 0019-8234 JRNL CODE: INE  
WORD COUNT: 2253

ABSTRACT: Product cost goals are determined from target **pricing** schedules dictated by customers in the market. IE skills are crucial in developing cost data...

... fit preferred manufacturing processes, customer input is fresh in their minds. The tradeoff of one **customer benefit** for another is accomplished in a planning mode. A concurrent engineering approach has been chosen...

2/3,K/13 (Item 7 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00493926 90-19683

**Lessons in Local Loop Competition**

Kuehn, Richard A.

Business Communications Review v20n4 PP: 67-68 Apr 1990

ISSN: 0162-3885 JRNL CODE: BCR

...ABSTRACT: an interexchange carrier's point of presence (POP). These unregulated, fiber-based carriers' most tangible **customer benefit** is price, which includes a fixed local-loop charge and a price per mile between...

... Telecom. Such local competition, though underutilized, can work. The toughest issues in the US are **pricing** and the fact that the LEC practice of statewide averaging might end soon. ...

2/3,K/14 (Item 8 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00266573 85-07006

**Panelists Offer Pricing Strategy Advice for Consumer and Industrial Products**

Anonymous

Marketing News v19n3 PP: 1, 10-11 Feb 1, 1985

ISSN: 0025-3790 JRNL CODE: MNW

ABSTRACT: At the Conference Board's 1984 Marketing Conference, panelists discussed: 1. various aspects of **pricing** strategy for consumer and industrial products, 2. differences between tactical and strategic **pricing**, and 3. the structuring of the **customer benefit** mix. Because of a lack of understanding of the different types of **pricing**, insensitivity to price/value thresholds, and misconceptions concerning absolute versus relative price, serious mistakes in **pricing** can occur. Promotional **pricing** and strategic **pricing** must be differentiated carefully. The complicated pre-marketing strategy for **pricing** decisions is described for Equal, an artificial sweetener containing NutraSweet. Such companies as automobile manufacturers...

... value without greatly increasing price. Management must consider the level, timing, and communication of tactical **pricing** as well as strategic **pricing**.

2/3,K/15 (Item 9 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)  
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00077395 78-11726

**Barriers to Successful Trust Operations**

Nerheim, Lawrence E.

Trusts & Estates v117n6 PP: 344-346, 348 June 1978

ISSN: 0041-3682 JRNL CODE: TRE

...ABSTRACT: first barrier is that of trust fees, which need to be raised and/or realigned. **Pricing** policies are determined by trust department management but can only be accurate if department members...

... each trust account. Today, too many services are offered for too little charge to the **customer**. **Profit** consciousness is the responsibility of all trust employees utilizing a budget portion. Excess governmental regulation...

2/3,K/16 (Item 1 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2004 The Gale Group. All rts. reserv.

10418772 Supplier Number: 92725091 (USE FORMAT 7 FOR FULLTEXT)

**Value pricing: will discounts boost product turns? Operators test the waters: new management tools such as handhelds and planograms give operators the means to track product turns with minimal extra labor. As a result, some operators are evaluating their pricing strategies. (Special Report).**

Maras, Elliot

Automatic Merchandiser, v44, n9, p22(8)

Sept, 2002

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 3319

... said.

Paramount Automated Food Service Inc., based in Pompano Beach, Fla., has long believed in **pricing** specials. The company regularly features as many as three price discounts in a machine, noted Scott Guardino, director of marketing and development. He sees price promotions as a **customer benefit**, not a way to improve turns.

"The reason is not to increase the velocity," Guardino...

2/3,K/17 (Item 2 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2004 The Gale Group. All rts. reserv.

07558788 Supplier Number: 62880983 (USE FORMAT 7 FOR FULLTEXT)

**E-BANKING KEY TO COURTING SMALL BUSINESSES. (Industry Trend or Event)**

Corporate EFT Report, v20, n12, pNA

June 21, 2000

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 1753

... I Data Services, New York-based Financial Institutions Consulting (FIC) found that there is higher **customer profit** potential from small-to-mid-sized business customers who use e-banking services. As a

Search Report from Ginger R. DeMille

result, the researchers advise banks to re-examine their product and **pricing** strategies, and leverage the inherent value of their small business electronic banking solutions.

"For banks...

2/3,K/18 (Item 3 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2004 The Gale Group. All rts. reserv.

07543883 Supplier Number: 63254269 (USE FORMAT 7 FOR FULLTEXT)

**Arch Introduces Two-Way Messaging Service.**

PR Newswire, pNA

July 10, 2000

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 1082

... separate parts.

Arch Webster 100 service customers also will benefit from the service's economical **pricing** plans that are based on cost per character (i.e. keystroke of text) as opposed to cost per message. "Character-based **pricing** means that customers will only be charged for the characters they use," explained Steven C...

...if they only use a portion of them." Gross added: "This approach provides an important **customer benefit** because it likely will result in significant savings due to lower overcall charges."

In addition...

2/3,K/19 (Item 4 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2004 The Gale Group. All rts. reserv.

07447710 Supplier Number: 62636470 (USE FORMAT 7 FOR FULLTEXT)

**Financial Institutions Need e-Banking Strategies to Maximize Small Business Profit Potential, According to Study Results.**

PR Newswire, p4486

June 9, 2000

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 494

... Potential of Small Business

Marketplace

MILWAUKEE, June 9 /PRNewswire/ --

Financial institutions wanting to realize higher **customer profit** potential from their small business customers need to reexamine their product and **pricing** strategies, and leverage the inherent value of their small business electronic banking solutions, according to...

2/3,K/20 (Item 5 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2004 The Gale Group. All rts. reserv.

06552417 Supplier Number: 55402933 (USE FORMAT 7 FOR FULLTEXT)

**MARKETING & SERVICES; Talking tough: Negotiating with end users may become more difficult. (Industry Trend or Event)**

Search Report from Ginger R. DeMille

Telephony, pNA  
August 9, 1999  
Language: English Record Type: Fulltext  
Document Type: Magazine/Journal; Trade  
Word Count: 533

... division multiplexing, The Meta Group study said.

To counteract falling margins, telcos should rethink their **pricing** policies, King said. "Service providers should push for a higher service level to maintain per- **customer profit** . Telcos are making less money off a typical user. Carriers should look closely at flat-rate **pricing** , especially - but not only - in long-distance. Everything from 50% to 70% of long-distance...

**2/3,K/21 (Item 6 from file: 16)**

DIALOG(R)File 16:Gale Group PROMT(R)  
(c) 2004 The Gale Group. All rts. reserv.

05965984 Supplier Number: 53248419 (USE FORMAT 7 FOR FULLTEXT)  
**Oracle Leads ERP Vendors in Profitability Implementations for Financial Services.**

PR Newswire, p8126  
Nov 23, 1998  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 821

... to understand customer needs and match them with appropriate products and service levels."

Oracle Transfer **Pricing** is designed to meet the banking industry's need for accurate transfer price information in business unit, product, and **customer profit** reporting systems. Oracle Transfer **Pricing** was the first commercially available funds transfer **pricing** system and continues to lead the industry today.

Oracle Financial Services is the industry leader...

**2/3,K/22 (Item 1 from file: 20)**

DIALOG(R)File 20:Dialog Global Reporter  
(c) 2004 The Dialog Corp. All rts. reserv.

34452888 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**No limits now for Sky**

SECTION TITLE: CREATIVE BUSINESS - Richard Tait  
FINANCIAL TIMES , Surveys CRE 20040316S304.903 ed, p04  
March 16, 2004  
JOURNAL CODE: FFT LANGUAGE: English RECORD TYPE: FULLTEXT  
WORD COUNT: 1118

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... TV channels looks like being the long-term casualty of this deal. Sky's aggressive **pricing** and the broadcasters' desire to cut costs has made providing news programmes a low-margin...

**2/3,K/23 (Item 2 from file: 20)**

DIALOG(R)File 20:Dialog Global Reporter  
(c) 2004 The Dialog Corp. All rts. reserv.



Search Report from Ginger R. DeMille

33553084 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Q4 2003 CLARCOR Inc. Earnings Conference Call - Part 1**

FAIR DISCLOSURE WIRE

January 15, 2004

JOURNAL CODE: WFDW LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 4739

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... out of that business. And Bruce mentioned that we did a thorough review of all **customer profit** mixes. And there will be some significant price increases which we have already implemented to...

**2/3,K/24 (Item 3 from file: 20)**

DIALOG(R)File 20:Dialog Global Reporter

(c) 2004 The Dialog Corp. All rts. reserv.

31852999 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**CarMax Security Analyst Meeting and Field Trip - Part 6**

FAIR DISCLOSURE WIRE

October 08, 2003

JOURNAL CODE: WFDW LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 4777

... as Tom mentioned earlier, our standard sales equities. First, we have a low no-haggle **pricing** offer. That means the competitive offers are based on the customers information and vehicle selection...

**2/3,K/25 (Item 4 from file: 20)**

DIALOG(R)File 20:Dialog Global Reporter

(c) 2004 The Dialog Corp. All rts. reserv.

30413846 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Event Brief of Q2 2003 Verizon Earnings Conference Call - Final**

FAIR DISCLOSURE WIRE

July 09, 2003

JOURNAL CODE: WFDW LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 3517

... dispatches. Made pricing changes in DSL and Freedom packages. Put pressure on margins. Will see **customer benefit** in future. Seeing 41-42% range in future. A. (Ivan Seidenberg) On wireless, we are...

**2/3,K/26 (Item 5 from file: 20)**

DIALOG(R)File 20:Dialog Global Reporter

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28810325 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Q1 2003 Amazon.com, Inc. Earnings Conference Call - Part 1**

FAIR DISCLOSURE WIRE

April 02, 2003

JOURNAL CODE: WFDW LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 4759

...category and country expansion, the addition of third party sellers and lower prices. Beyond the **customer benefit** of all these, our

Search Report from Ginger R. DeMille

technology and fixed infrastructure will also continue to decline as a...

... our customers. We thank our customers for taking advantage of our selection, convenience and low **pricing** and the experience will only continue to get better. Second, our model is validating itself...

**2/3,K/27 (Item 6 from file: 20)**

DIALOG(R)File 20:Dialog Global Reporter  
(c) 2004 The Dialog Corp. All rts. reserv.

28759146 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Q2 2003 Tarantella Inc. Earnings Conference Call - Final - Part 1**

FAIR DISCLOSURE WIRE

April 02, 2003

JOURNAL CODE: WFDW LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 4484

... 3 Version 3.3, which was released in December, we offered new modular packaging and **pricing** options, to better fit the range of customer needs. We are seeing solid acceptance of this new modular model. Many customers are taking advantage of our aggressive named-user **pricing** and Windows only offerings. In general the IT spending environment remains weak. And customers are...

... quick return on investment. We believe our decision to offer this type of packaging and **pricing** will continue to pay off. Looking ahead, we remain focused on our goal to grow...

**2/3,K/28 (Item 7 from file: 20)**

DIALOG(R)File 20:Dialog Global Reporter  
(c) 2004 The Dialog Corp. All rts. reserv.

20414825 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Orange S.A. - Response to OFTEL statement**

NEW RNS

December 12, 2001

JOURNAL CODE: WRNS LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 1610

... a constraint on the industry's future ability to invest, innovate and deliver the greatest **customer benefit**." John Allwood, Executive Vice-President Orange UK, said: "As well as the points of principle...

**2/3,K/29 (Item 8 from file: 20)**

DIALOG(R)File 20:Dialog Global Reporter  
(c) 2004 The Dialog Corp. All rts. reserv.

20412257 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Orchestream Hldgs - New Software**

NEW RNS

November 28, 2001

JOURNAL CODE: WRNS LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 1213

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... an important role to play", commented Elisabeth Rainge, Director

Search Report from Ginger R. DeMille

Next-Gen OSS and Billing, IDC. **Pricing** and availability Service Activator will be available to customers from Q1, 2002. The product is configured in a modular fashion, and **pricing** of the product is dependent on the modules purchased. About Orchestream - Orchestream (London:OCH and ...

2/3,K/30 (Item 9 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter  
(c) 2004 The Dialog Corp. All rts. reserv.

17598627 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Getting the right price**

SECTION TITLE: NEWS

PAMATATAU Richard

INFOTECH WEEKLY , 2 ed, p7

May 28, 2001

JOURNAL CODE: WIWY LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 1569

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... Swaffield. (United and City Link are also active in Wellington.)  
Pricing has to reflect the **customer benefit** and it is not just a cost-drive discussion.  
Reliability is as important, he says...

2/3,K/31 (Item 10 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter  
(c) 2004 The Dialog Corp. All rts. reserv.

15223817 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Outlook for Oeics**

MONEY MARKETING

February 15, 2001

JOURNAL CODE: FMMG LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 791

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... no doubt that multi-class structures can provide customer benefit through the creation of smart **pricing** structures. It still has to be the case that the long-term objective for any...

2/3,K/32 (Item 11 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter  
(c) 2004 The Dialog Corp. All rts. reserv.

08140030 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Special Report - Bunkering: Petrobras growing across the board: Brazilian bunkering specialist Petrobras has proved that commitment to quality control can reap rewards - in its case a trebling of tonnage supplied in under a decade of trading**

DOUG WOODYARD

LLOYDS LIST

October 26, 1999

JOURNAL CODE: FLL LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 713

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... White List publication assessing bunker delivery reliability.  
A flexible pricing policy is cited as another **customer benefit**.  
Although Petrobras maintains sales activities through trading companies, a large part of sales are carried...

2/3,K/33 (Item 12 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter  
(c) 2004 The Dialog Corp. All rts. reserv.

03565954 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**ORACLE: Oracle leads ERP vendors in profitability implementations for financial services**

M2 PRESSWIRE

November 25, 1998

JOURNAL CODE: WMPR LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 714

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... the banking industry's need for accurate transfer price information in business unit, product, and **customer profit** reporting systems. Oracle Transfer Pricing was the first commercially available funds transfer pricing system and continues to lead the industry today.

Oracle Financial Services is the industry leader...

2/3,K/34 (Item 1 from file: 30)

DIALOG(R)File 30:AsiaPacific

(c) 2004 Aristarchus Knowledge Indus. All rts. reserv.

09914808

**Libya In Perspective: Scholars' View of a Revolutionary Nation: Part 12: Income Distribution in Libyan Arab Socialism: Income Distribution and the Mixed Economy. S.L.: Ministry of Information, N.D. [1987].**

Hansen, Hugh G.; Blake, Cecile [editor]; Abu-Osba, Saleh K. [editor]

LANGUAGE: English

... made, accrues to government, and whether profit is large or small depends partly on the **pricing** policy applied. (2) Private Corporations, Profit Oriented: Here may be great diversity. The small, especially...

... work in them, on the other hand, are oriented toward maximizing worker income rather than **customer benefit**. In his very interesting book, The Participatory Economy, Jaroslav Vanek gives the following characteristics of...

2/3,K/35 (Item 1 from file: 101)

DIALOG(R)File 101:Disclosure Database(R)

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00267447

TEREX CORP

Disclosure Co No: T302100000

Company Status: Active

Search Report from Ginger R. DeMille

Exchange: NYS  
Ticker Symbol: TEX  
Location of Incorporation: DE

Primary SIC Code: 3531  
Other SIC Codes: 3537; 3532

Description of Business:

THE GROUP'S PRINCIPAL ACTIVITY IS TO MANUFACTURE A BROAD RANGE OF EQUIPMENT FOR CONSTRUCTION, INFRASTRUCTURE AND MINING INDUSTRIES. THE TEREX AMERICAS AND TEREX EUROPE SEGMENTS MANUFACTURE AND SELL VARIOUS LIGHT CONSTRUCTION EQUIPMENT INCLUDING MOBILE AND PORTABLE FLOODLIGHTING SYSTEMS, CONCRETE POWER TROWELS, CONCRETE PLACEMENT SYSTEMS, CONCRETE FINISHING SYSTEMS, CONCRETE MIXERS, POWER BUGGIES, GENERATORS, TRAFFIC CONTROL PRODUCTS AND RELATED COMPONENTS. THE TEREX MINING SEGMENT MANUFACTURES AND SELLS LARGE HYDRAULIC EXCAVATORS AND HIGH CAPACITY SURFACE MINING TRUCKS AND RELATED COMPONENTS. ITS PRODUCTS ARE MANUFACTURED AT 49 PLANTS IN UNITED STATES, EUROPE, AUSTRALIA AND ASIA. ON 14-FEB-2003, THE GROUP ACQUIRED COMMERCIAL BODY CORPORATION AND ON 03-SEP-2003 IT ACQUIRED TATRA.

Footnotes:

...e) The **customer** has signed off on the acceptance, the time

2/3,K/36 (Item 2 from file: 101)

DIALOG(R)File 101:Disclosure Database(R)  
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00264832  
GRANT PRIDECO INC  
Disclosure Co No: G662779075  
Company Status: Active

Exchange: NYS  
Ticker Symbol: GRP  
Location of Incorporation: DE

Primary SIC Code: 3533

Description of Business:

THE GROUP'S PRINCIPAL ACTIVITIES ARE TO DEVELOP DRILL STEM TECHNOLOGY AND MANUFACTURE DRILL PIPES. IT OPERATES IN FOUR SEGMENTS: DRILLING PRODUCTS AND SERVICES, DRILL BITS, TUBULAR TECHNOLOGY AND SERVICES AND MARINE PRODUCTS AND SERVICES. THE DRILLING PRODUCTS AND SERVICES SEGMENT MANUFACTURES AND SELLS DRILL PIPE, INCLUDING TOOL JOINTS, DRILL COLLARS, HEAVY WEIGHT DRILL PIPE AND DRILL STEM AND OTHER ACCESSORIES. THE DRILL BITS SEGMENT DESIGNS, MANUFACTURES AND DISTRIBUTES FIXED-CUTTER AND ROLLER-CONE DRILL BITS. THE TUBULAR TECHNOLOGY AND SERVICES SEGMENT PROVIDES A FULL RANGE OF PREMIUM THREADED CONNECTIONS FOR CASING, PRODUCTION TUBING AND OTHER ACCESSORY EQUIPMENT. THE MARINE PRODUCTS AND SERVICES SEGMENT CONSISTS OF PROPRIETARY XL SYSTEMS MARINE CONNECTIONS FOR LARGE BORE TUBULAR, INCLUDING DRIVE PIPE, JET STRINGS, CONDUCTOR CASING AND TOP TENSION PRODUCTION RISERS. THE GROUP OPERATES IN THE UNITED STATES, CANADA, LATIN AMERICA, ITALY AND ASIA.

Footnotes:

...for consignment  
and performance sales, revenue is recognized when the customer runs the drill  
bit. **Customer** advances or deposits are deferred and recognized as revenue when

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the Company has completed all

**2/3,K/37 (Item 3 from file: 101)**

DIALOG(R)File 101:Disclosure Database(R)

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00262660

XEROX CORP

Disclosure Co No: X039600000

Company Status: Active

Exchange: NYS

Ticker Symbol: XRX

Location of Incorporation: NY

Primary SIC Code: 3579

Other SIC Codes: 3577; 7359; 6159; 5111

Description of Business:

THE GROUP' S PRINCIPAL ACTIVITIES ARE TO DEVELOP, MANUFACTURE, MARKET, SERVICE AND FINANCE DOCUMENT PROCESSING PRODUCTS. IT ALSO PROVIDES DOCUMENT SOLUTIONS INCLUDING HARDWARE, SERVICES AND SOFTWARE. THE GROUP OPERATES THROUGH FOUR SEGMENTS: PRODUCTION, OFFICE, DEVELOPING MARKETS OPERATIONS (D MO) AND OTHER. THE PRODUCTS OF THE GROUP INCLUDE MONOCHROME PRODUCTION PUBLISHING, PRODUCTION PRINTING, PRODUCTION LIGHT-LENS DEVICES, COLOR PUBLISHING AND PRINTING DEVICES, COLOR LASER, SOLID INK AND MONOCHROME LASER DESKTOP PRINTERS, DIGITAL COPIERS AND FACSIMILE PRODUCTS. IN EUROPE, AFRICA, THE MIDDLE EAST, INDIA AND PARTS OF ASIA, THE GROUP DISTRIBUTE ITS PRODUCTS THROUGH XEROX LIMITED AND RELATED COMPANIES. THE GROUP OPERATE IN OVER 130 COUNTRIES WORLDWIDE AND DISTRIBUTE THE PRODUCTS IN THE WESTERN HEMISPHERE THROUGH DIVISIONS, WHOLLY-OWNED SUBSIDIARIES AND THIRD-PARTY DISTRIBUTORS.

Footnotes:

...These contractual lease arrangements typically include equipment, service, supplies and financing components for which the **customer** pays a single negotiated price for all elements. These arrangements typically also include a variable...

...order for us to determine that such lease prices are indicative of fair value. Our **pricing** interest rates, which are used to determine **customer** lease payments, are developed based upon a...

...and the customer's credit history, industry and credit class. Effective January 1, 2004, the **pricing** rates will be reassessed quarterly based on changes in local prevailing rates in the marketplace...

...by twenty-five basis points or more, cumulatively, from the last rate in effect. The **pricing** interest rates, generally equal the implicit rates within the leases, as corroborated by our comparisons...

..... Related

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2/3,K/38 (Item 4 from file: 101)  
DIALOG(R) File 101:Disclosure Database(R)  
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00029265  
COMPAQ COMPUTER CORP  
Disclosure Co No: C559500000  
Company Status: Inactive\* Acquired by Hewlett-Packard Co., 05/2002

Exchange: OTH  
Ticker Symbol: N/A  
Location of Incorporation: DE

Primary SIC Code: 3571  
Other SIC Codes: 3575; 7378; 7372

Description of Business:

THE GROUP'S PRINCIPAL ACTIVITIES ARE TO DESIGN, DEVELOP, MANUFACTURE AND MARKET INFORMATION TECHNOLOGY EQUIPMENT, SOFTWARE, SERVICES AND SOLUTIONS, COMMUNICATION PRODUCTS, PERSONAL DESKTOP, NOTEBOOK COMPUTERS, PERSONAL ENTERTAINMENT AND INTERNET ACCESS DEVICES. THE GROUP OPERATES UNDER THREE SEGMENTS. THE ENTERPRISE COMPUTING SEGMENT DESIGNS, DEVELOPS, MANUFACTURES AND MARKETS ADVANCED COMPUTING AND TELECOMMUNICATIONS PRODUCTS AND SOLUTIONS FOR ENTERPRISE CUSTOMERS. THE ACCESS SEGMENT DELIVERS PRODUCTS AND SOLUTIONS DESIGNED TO PROVIDE HOME AND BUSINESS USERS, ACCESS TO INFORMATION, COMMUNICATION AND ENTERTAINMENT. THE COMPAQ GLOBAL SERVICES SEGMENT DELIVERS INFORMATION TECHNOLOGY SOLUTIONS TO CUSTOMERS. THE GROUP'S MAJOR CUSTOMERS ARE BUSINESS ENTERPRISES, GOVERNMENTS AND EDUCATIONAL INSTITUTIONS. THE GROUP OPERATES MAINLY IN NORTH AMERICA, ASIA-PACIFIC AND JAPAN. ACCESS ACCOUNTED FOR 45% OF 2001 REVENUES; ENTERPRISE COMPUTING, 32% AND COMP

Full record with Footnotes in Fmt 9

Management Discussion:

...2001 compared with 2000 due to lower revenue, driven by weak economic conditions and competitive **pricing**. Gross margin in 2001 was relatively unchanged as a percentage of revenue. Gross margin in 2000 included charges related to a **customer benefit** program that Compaq put in place to mitigate the impact of its decision to cease...

...compared with 1999, despite relatively unchanged revenue and the impact to gross margin of the **customer benefit** program, due to a reduction in operating expense of 12 percent that was driven by...

2/3,K/39 (Item 1 from file: 119)  
DIALOG(R) File 119:Textile Technol.Dig.  
(c) 2003 EBSCO Publishing. All rts. reserv.

0607723 06172/97  
**ProfitPoint Software Revolutionizes Profitability-By-Account Analyses.**  
Kuperman A.  
MR Weiser & Co  
Textile Rental 80, No. 9: 98+, 2 pages (May 1997).  
Publication Year: 1997  
CODEN: TERNDQ; TERN

... years ago. New ProfitPoint PBA software allows textile rental operators to identify unprofitable customers, set **pricing** policies, and identify plant inefficiencies. ProfitPoint automates the procedures

outlined in TRSA's Profitability by...

... Microsoft Windows '95 and 3.1, provides easy to use templates for cost studies and **customer profit** analyses. Its intent is to make PBA analyses more practical to conduct and more useful...

**2/3,K/40 (Item 1 from file: 148)**

DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2004 The Gale Group. All rts. reserv.

13222363 SUPPLIER NUMBER: 71836742 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**Outlook for Oeics.(Brief Article)**  
Higginbotham, Robert  
Money Marketing, 88  
Feb 15, 2001  
DOCUMENT TYPE: Brief Article ISSN: 0958-3769 LANGUAGE: English  
RECORD TYPE: Fulltext  
WORD COUNT: 840 LINE COUNT: 00068

... no doubt that multi-class structures can provide customer benefit through the creation of smart **pricing** structures. It still has to be the case that the long-term objective for any...

**2/3,K/41 (Item 2 from file: 148)**

DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2004 The Gale Group. All rts. reserv.

11075202 SUPPLIER NUMBER: 54738691 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**Getting 'Euro-phoria.'. (impact of euro on carriers and shippers)**  
Douglas, Don  
Air Cargo World, 89, 5, 40(5)  
May, 1999  
ISSN: 0745-5100 LANGUAGE: English RECORD TYPE: Fulltext  
WORD COUNT: 2441 LINE COUNT: 00194

... In the near future, in transparent markets, price differences must be based on perceptible additional **customer benefit** which means that differentiation is possible only via the product itself."  
For all the hand...

**2/3,K/42 (Item 3 from file: 148)**

DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2004 The Gale Group. All rts. reserv.

10212265 SUPPLIER NUMBER: 20538068 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**Product pricing risk.**  
Smith, Stanley D.; Frieder, Larry A.  
ABA Banking Journal, v90, n4, p46(4)  
April, 1998  
ISSN: 0194-5947 LANGUAGE: English RECORD TYPE: Fulltext; Abstract  
WORD COUNT: 2716 LINE COUNT: 00334

... dilemma, a significant part of the customer profit and risk equation remains dangerously neglected-product- **pricing** risk.

As multiproduct firms operating in numerous different product markets, banks face many different types...



**2/3,K/43 (Item 4 from file: 148)**

DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2004 The Gale Group. All rts. reserv.

10020688 SUPPLIER NUMBER: 20303516 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**Piecing the puzzle together -- IBM Adding Muscle To Supply-Chain  
Re-Engineering -- Names channel veteran to head new organization. (David  
Boucher to head IBM's Advanced Fulfillment Initiative (AFI) organization)  
(Company Business and Marketing) (Brief Article)**  
Zarley, Craig  
Computer Reseller News, n773, p95(1)  
Jan 26, 1998  
DOCUMENT TYPE: Brief Article ISSN: 0893-8377 LANGUAGE: English  
RECORD TYPE: Fulltext  
WORD COUNT: 517 LINE COUNT: 00041

... go through the first quarter, the customer benefit starts to come  
through in terms of **pricing** and the value-added services the channel can  
provide.

"We want to get the whole...

**2/3,K/44 (Item 5 from file: 148)**

DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2004 The Gale Group. All rts. reserv.

09883912 SUPPLIER NUMBER: 19978194 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**1973. (a history of the electronics industry) (EE Times Chronicles:  
1972-1997) (Industry Trend or Event)**  
Rostky, George  
Electronic Engineering Times, n978, p156(3)  
Oct 30, 1997  
ISSN: 0192-1541 LANGUAGE: English RECORD TYPE: Fulltext; Abstract  
WORD COUNT: 2534 LINE COUNT: 00197

... in using predatory pricing and marketing strategy having no  
relationship to technological skill, foresight or **customer benefit** . IBM  
said it would appeal.

Meanwhile, a battle of watches was raging. Harry B. Henshel...

**2/3,K/45 (Item 6 from file: 148)**

DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2004 The Gale Group. All rts. reserv.

09073086 SUPPLIER NUMBER: 18826067 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**TCG is first competitive local exchange carrier to offer industry-standard  
ISDN service.**  
Business Wire, p11051101  
Nov 5, 1996  
LANGUAGE: English RECORD TYPE: Fulltext  
WORD COUNT: 574 LINE COUNT: 00052

... video applications."

According to Grabowich, a key customer benefit of PrimePlex is an  
easily understood **pricing** structure under month-to-month or annual  
commitments. "Consistent with its overall **pricing** policy, TCG has  
demystified the typically convoluted **pricing** scheme for  
incumbent-provided ISDN services," he said. "Rather than confusing

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customers with up to...

**2/3,K/46 (Item 7 from file: 148)**

DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2004 The Gale Group. All rts. reserv.

05756695 SUPPLIER NUMBER: 11771172 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**NEW VOLUME LONG-DISTANCE DISCOUNTS OFFERED FROM MICHIGAN BELL**  
PR Newswire, 0131A5571  
Jan 31, 1992  
LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT  
WORD COUNT: 486 LINE COUNT: 00038

... savings over normal 800 service costs," said Spencer.  
The new pricing plans are yet another **customer benefit** the company is offering as the result of the state's new telecommunications law which...

**2/3,K/47 (Item 8 from file: 148)**

DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2004 The Gale Group. All rts. reserv.

04614585 SUPPLIER NUMBER: 09091085 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**Update '90. (Institutional Distribution's food industry seminar, Chicago)**  
Institutional Distribution, v26, n7, p52(8)  
June, 1990  
ISSN: 0020-3572 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT  
WORD COUNT: 4300 LINE COUNT: 00346

... and how to read and impact customer profit-and-loss statements. Put the emphasis on **pricing** strategies. Don't just tell me how low we can go on ketchup, tell me...

**2/3,K/48 (Item 9 from file: 148)**

DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2004 The Gale Group. All rts. reserv.

03672795 SUPPLIER NUMBER: 06487450 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**Safeway uses exotic food to target ethnic shoppers.**  
DeIuliis, Elizabeth  
Supermarket News, v38, n28, p42(2)  
July 11, 1988  
ISSN: 0039-5803 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT  
WORD COUNT: 1013 LINE COUNT: 00081

... can be a high-volume item without sacrificing greater selection."  
Another customer benefit is lower **pricing**. Targeting products to a particular market results in high-volume sales and reduced shrink, enabling ...

**2/3,K/49 (Item 10 from file: 148)**

DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2004 The Gale Group. All rts. reserv.

02176518 SUPPLIER NUMBER: 03556962 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**Store-door cost can cut price slashing.**

Search Report from Ginger R. DeMille

Zimmerman, Susan  
Supermarket News, v34, p8(1)  
Dec 10, 1984  
ISSN: 0039-5803      LANGUAGE: ENGLISH      RECORD TYPE: FULLTEXT  
WORD COUNT: 725      LINE COUNT: 00057

... occurred.

He said predatory pricing exists when companies rely not on cost-effective concepts and **customer - benefit** mix to gain market share, but rather rely on sustained below-cost selling. In the...

2/3,K/50      (Item 1 from file: 180)

DIALOG(R)File 180:Federal Register  
(c) 2004 format only The DIALOG Corp. All rts. reserv.

DIALOG Accession Number: 03242188      Supplier Number: 69059147  
**Standardization of Generator Interconnection Agreements and Procedures**  
Volume: 69      Issue: 59      Page: 15932  
CITATION NUMBER: 69 FR 15932  
Date: Friday, March 26, 2004

TEXT:

2/3,K/51      (Item 2 from file: 180)

DIALOG(R)File 180:Federal Register  
(c) 2004 format only The DIALOG Corp. All rts. reserv.

DIALOG Accession Number: 02434668      Supplier Number: 970301421  
**Promoting Wholesale Competition Through Open Access Non-Discriminatory Transmission Services by Public Utilities; Recovery of Stranded Costs by Public Utilities and Transmitting Utilities**  
Volume: 62      Issue: 50      Page: 12274  
CITATION NUMBER: 62 FR 12274  
Date: FRIDAY, MARCH 14, 1997

TEXT:

...propose any method of collecting expansion costs that is consistent with the Commission's transmission **pricing** policy.<sup>267</sup> The Commission explained that "or" **pricing** sends the proper price signal to customers and promotes efficiency and further indicated that "and" **pricing** will not be allowed.

Note 267 FERC Stats. & Regs. at 31,741; mimeo at 312...

... disproportionate share of the transmission burden relative to transmission owners under the Commission's "or" **pricing** policy.

According to TDU Systems, transmission owners should be required to permit customers to substitute...

... a filing be made to add transmission investment. However, consistent with the Commission's transmission **pricing** principles in effect prior to Order No. 888, a decision to price transmission on an...

...a section 205 filing.

The Final Rule also does not change the Commission's transmission **pricing** policies. Under our transmission **pricing** policy, a utility is still permitted to charge the higher of incremental expansion costs "or..."

2/3,K/52 (Item 1 from file: 241)

DIALOG(R)File 241:Elec. Power DB

(c) 1999 Electric Power Research Inst.Inc. All rts. reserv.

0025002 EPRI ACCESSION NO: 2584300

**Demand-Side Management (DSM) Technology Assessment**

CONTRACT/GRANT NO.: NMPC-NEW-23

RECORD TYPE: Contract

EPRI PROJECT STATUS: 02 Completed

INVESTIGATING ORG.: Niagara Mohawk Power Corp. (NMPC)

CONTACT: Devendorf, David H.

(315) 428-5007

PROJECT START DATE: 920101 PROJECT COMPLETION DATE: 951231

2/3,K/53 (Item 1 from file: 249)

DIALOG(R)File 249:PIRA Mgt. & Mktg. Abs.

(c) 2004 Pira International. All rts. reserv.

00204882 Pira Acc. Num.: A30042450

**Title: E-pricing offers marketing greater price flexibility**

Authors: Reineke B; Victor S

Source: Absatzwirtschaft vol. 44, no. 12, Dec. 2001, pp 34-37

ISSN: 0001-3374

Publication Year: 2001

Document Type: Journal Article

Record Type: ABSTRACT

Language: German

...Abstract: costs provide greater price flexibility. The three basic price determinant factors of competition, **customer benefit** and cost also apply to Internet sales. In addition, proactive **e-pricing** and lower costs allow individualised services to be offered. Electronic commerce **pricing** strategies include reverse auctions and true customer driven **pricing** in which the supplier chooses whether or not to accept a bid. In non-linear **pricing**, used with incentives, the price is determined by how attractive the product or service...

... suppliers refund the difference if the purchaser finds a cheaper source. Excessively aggressive online **pricing** is likely to be limited by the risk of counter action by competitors and...

2/3,K/54 (Item 1 from file: 267)

DIALOG(R)File 267:Finance & Banking Newsletters

(c) 2004 The Dialog Corp. All rts. reserv.

00002684

**DATA MARTS PROVIDE BANKS FASTER, CHEAPER MINING TOOL**

BANK AUTOMATION NEWS

December 11, 1996 VOL: 8 ISSUE: 24 DOCUMENT TYPE: NEWSLETTER

PUBLISHER: PHILLIPS BUSINESS INFORMATION

LANGUAGE: ENGLISH

WORD COUNT: 1133

RECORD TYPE: FULLTEXT

(c) PHILLIPS PUBLISHING INTERNATIONAL All Rts. Reserv.

TEXT:

...There are really two reasons to develop a data mart -- time to market and economics. [ **Pricing** ] varies depending on installed infrastructure. But [banks]

should get a working prototype built within 90...

...view so that they maintain consistent algorithms across all departments, say sources.

Contrasting definitions of **customer**, **profit** and product may lead to differing data mart construction models, warns Eckerson.

If departments don...

**2/3,K/55 (Item 1 from file: 340)**

DIALOG(R) File 340:CLAIMS(R)/US Patent

(c) 2004 IFI/CLAIMS(R). All rts. reserv.

10279094 2003-0023497

**E/SYSTEM AND METHOD FOR MANAGING INTERNET TRADING NETWORKS**

Inventors: Broden Theresa W (US); Godoy Glenn C (US); Murphy Jane M (US);

Musa Mark A (US); Wilson Sherry L (US)

Assignee: International Business Machines Corp

Assignee Code: 42640

	Kind	Publication Number	Date	Application Number	Date
	A1	US 20030023497	20030130	US 2001798598	20010302
Priority Applic:				US 2001798598	20010302

Non-exemplary Claims: ...or service; a trading network portfolio item entity for facilitating supplier offering assignment to a **customer benefit** package; a set of management controls for ensuring underlying applications use of membership attributes match agreement terms; and a flexible membership **pricing** structure for facilitating billing appropriate to a given customer agreement...

**2/3,K/56 (Item 2 from file: 340)**

DIALOG(R) File 340:CLAIMS(R)/US Patent

(c) 2004 IFI/CLAIMS(R). All rts. reserv.

10218020 2002-0161727

**E/METHODS AND SYSTEMS FOR ELECTRONICS ASSEMBLY SYSTEMS PRICING AND CUSTOMER BENEFIT SHARING**

Inventors: Duck Anthony Peter (US); Gray Robert (US); Mair Thomas (DE);

Nguyen Tuan (US); Rawles Ian (US)

Assignee: Unassigned Or Assigned To Individual

Assignee Code: 68000

	Kind	Publication Number	Date	Application Number	Date
	A1	US 20020161727	20021031	US 2001873023	20010601
Priority Applic:				US 2001873023	20010601
Provisional Applic:				US 60-208664	20000601
				US 60-280679	20010330

**METHODS AND SYSTEMS FOR ELECTRONICS ASSEMBLY SYSTEMS PRICING AND CUSTOMER BENEFIT SHARING**

Exemplary Claim: ...customer comprising the steps of: a. predicting, with the aid of a computer model, a **customer benefit** to be realized

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through the use of the electronics assembly system solution; b. generating a **customer benefit** guarantee based on the predicted **customer benefit** ; and c. communicating a message relating to the **customer benefit** guarantee associated with the predicted **customer benefit** .

2/3,K/57 (Item 1 from file: 345)

DIALOG(R)File 345:Inpadoc/Fam.& Legal Stat

(c) 2004 EPO. All rts. reserv.

17415994

Basic Patent (No,Kind,Date): WO 200193117 A2 20011206 <No. of Patents: 006>

**ELECTRONICS ASSEMBLY SYSTEMS CUSTOMER BENEFIT MODELING TOOLS AND METHODS**  
**OUTILS ET PROCEDES DE MODELISATION PERSONNALISEE POUR SYSTEMES**  
**D'ASSEMBLAGE DE COMPOSANTS ELECTRONIQUE** (English)

Patent Assignee: SIEMENS DEMATIC ELECTRONICS AS (US)

Author (Inventor): NGUYEN TUAN; DUCK ANTHONY PETER; RAWLES IAN; MAIR THOMAS ; GRAY ROBERT

Designated States : (National) AE; AG; AL; AM; AT; AU; AZ; BA; BB; BG; BR ; BY; BZ; CA; CH; CN; CR; CU; CZ; DE; DK; DM; DZ; EE; ES; FI; GB; GD; GE; GH; GM; HR; HU; ID; IL; IN; IS; JP; KE; KG; KP; KR; KZ; LC; LK; LR; LS; LT; LU; LV; MA; MD; MG; MK; MN; MW; MX; MZ; NO; NZ; PL; PT; RO; RU; SD; SE; SG; SI; SK; SL; TJ; TM; TR; TT; TZ; UA; UG; UZ; VN; YU; ZA; ZW (Regional) GH; GM; KE; LS; MW; MZ; SD; SL; SZ; TZ; UG; ZW; AM; AZ; BY; KG ; KZ; MD; RU; TJ; TM; AT; BE; CH; CY; DE; DK; ES; FI; FR; GB; GR; IE; IT; LU; MC; NL; PT; SE; TR; BF; BJ; CF; CG; CI; CM; GA; GN; GW; ML; MR; NE; SN; TD; TG

Filing Details: WO 300000 Without international search report and to be republished upon receipt of that report

IPC: \*G06F-017/50;

Language of Document: English

Patent Family:

Patent No	Kind	Date	Applic No	Kind	Date
AU 200175168	A5	20011211	AU 200175168	A	20010601
US 20020082816	AA	20020627	US 872401	A	20010601
US 20020107677	AA	20020808	US 873021	A	20010601
US 20020161727	AA	20021031	US 873023	A	20010601
WO 200193117	A2	20011206	WO 2001US17926	A	20010601 (BASIC)
WO 200193117	A3	20020718	WO 2001US17926	A	20010601

Priority Data (No,Kind,Date):

US 208664 P 20000601  
US 280679 P 20010330  
WO 2001US17926 W 20010601  
US 872401 A 20010601  
US 873021 A 20010601  
US 873023 A 20010601

Dialog File: Inpadoc/Fam.& Legal Stat\_1968-2004/UD=200416

2/3,K/58 (Item 1 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00859477 \*\*Image available\*\*

**ELECTRONICS ASSEMBLY SYSTEMS CUSTOMER BENEFIT MODELING TOOLS AND METHODS**  
**OUTILS ET PROCEDES DE MODELISATION PERSONNALISEE POUR SYSTEMES D'ASSEMBLAGE**  
**DE COMPOSANTS ELECTRONIQUE**

Search Report from Ginger R. DeMille

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200193117 A2-A3 20011206 (WO 0193117)

Application: WO 2001US17926 20010601 (PCT/WO US0117926)

Priority Application: US 2000208664 20000601; US 2001280679 20010330

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ

DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ

LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG

SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 22118

Fulltext Availability:

Detailed Description

Claims

Detailed Description

... assembly lines and other systems. In particular, the present  
invention provides an easy-to-use **customer benefit** modeling tool that  
is

readily adaptable for use in the electronic assembly systems equipment  
and/or solutions areas. It enables a method for applying **customer  
benefit** modeling to permit new **pricing** and financing arrangements for  
the electronic assembly systems, equipment and solutions areas, and  
(inverted exclamation...

...sales process that employs these modeling approaches. For  
example, consultants and others may employ the **customer benefit**  
modeling  
to develop performance-based contracts for configuring and/or selling of  
assembly and, /or...specific goals; and to quantify and show the customer  
benefit of the proposed solution.

The **customer benefit** tool of the present invention enables unique and  
innovative sales and marketing techniques by offering...

...g. throughput, yield, OEE, COO, unit assembly  
cost). The present invention also offers gain share **pricing** solutions  
packages.

The tools and methods of the present invention may be used to model...  
aspect of the present invention is based on the recognition of the  
potential value of **customer benefit** sharing in the electronics  
assembly industry, as well as in the practicability of such an...  
...is directed to a method

for pricing an electronics assembly system solution or configuration. A **customer benefit** that might be realized through the adoption of a proposed electronics assembly solution or configuration is predicted (e.g., using the methods and tools described above) at step 3402. A **customer benefit** computation may involve any measure that affects a customer's actual or perceived valuation for...

...with any comfort stems from its ability to effectively use the methods and tools for **customer benefit** modeling described above. When a **customer benefit** guarantee has been arrived at, it is then communicated to the customer at step 3406...

...or solution to the customer at a price that is a function of the guaranteed **customer benefit**. For example, the price may be  
121  
set as a mutually agreeable percentage of the...

...bind itself to receive compensation, or fui (inverted exclamation mark) compensation, only if the guaranteed **customer benefit** were actually to be realized.

Figure 35 shows an alternative approach for a purveyor of...

#### Claim

... customer comprising the steps of:

- a. predicting, with the aid of a computer model, a **customer benefit** to be realized through the use of the electronics assembly system solution;
- b. generating a **customer benefit** guarantee based on the predicted **customer benefit**; and
- c. communicating a message relating to the **customer benefit** guarantee associated with the predicted **customer benefit**.

130

. The method according to claim 35, in which the **customer benefit** guarantee comprises a particular cost of ownership of the electronics assembly system.

37 The method...

2/3,K/59 (Item 2 from file: 349)

DIALOG(R) File 349:PCT FULLTEXT

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00807402 \*\*Image available\*\*

SYSTEMS AND METHODS OF ON-LINE BOOKING OF CRUISES, MATCHING CUSTOMER PREFERENCES WITH AVAILABLE OPTIONS, DISPLAYING CRUISE LINE PRICING DATA, COMPARING PRODUCT INFORMATION AND MAINTAINING CLIENT RELATIONSHIPS

SYSTEMES ET PROCEDES DE VENTE ET RESERVATION EN LIGNE DE CROISIERES CORRESPONDANT AUX PREFERENCES DES CLIENTS PARMIS LES OPTIONS OFFERTES, PRESENTANT LES PRIX DES COMPAGNIES, COMPARANT LES INFORMATIONS SUR LES PRODUITS, ET ASSURANT LE SERVICE A LA CLIENTELE

Patent Applicant/Assignee:

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Search Report from Ginger R. DeMille

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200140978 A2 20010607 (WO 0140978)

Application: WO 2000US32875 20001202 (PCT/WO US0032875)

Priority Application: US 99168871 19991203

Designated States: AE AG AL AM AT AT (utility model) AU AZ BA BB BG BR BY

BZ CA CH CN CR CU CZ CZ (utility model) DE DE (utility model) DK DK

(utility model) DM DZ EE EE (utility model) ES FI FI (utility model) GB

GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KR (utility model) KZ LC LK

LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK

SK (utility model) SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

Search Report from Ginger R. DeMille

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 56260

Fulltext Availability:

Detailed Description

Detailed Description

... one embodiment is that customer qualification may serve as a preliminary screening aid to facilitate **pricing** comparisons. By removing cruises which do not meet a customer's needs, customer qualification narrows...  
...amounts of cruise information in a short period of time, both the travel agent and **customer benefit** by reducing the time spent assessing non-optimal cruise information and improving the booking experience...

2/3,K/60 (Item 3 from file: 349)

DIALOG(R) File 349:PCT FULLTEXT

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00806384

NETWORK AND LIFE CYCLE ASSET MANAGEMENT IN AN E-COMMERCE ENVIRONMENT AND METHOD THEREOF

GESTION D'ACTIFS DURANT LE CYCLE DE VIE ET EN RESEAU DANS UN ENVIRONNEMENT DE COMMERCE ELECTRONIQUE ET PROCEDE ASSOCIE

Patent Applicant/Assignee:

ACCENTURE LLP, 1661 Page Mill Road, Palo Alto, CA 94304, US, US

(Residence), US (Nationality)

Inventor(s):

MIKURAK Michael G, 108 Englewood Blvd., Hamilton, NJ 08610, US,

Legal Representative:

HICKMAN Paul L (agent), Oppenheimer Wolff & Donnelly, LLP, 38th Floor, 2029 Century Park East, Los Angeles, CA 90067-3024, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200139030 A2 20010531 (WO 0139030)

Application: WO 2000US32324 20001122 (PCT/WO US0032324)

Priority Application: US 99444775 19991122; US 99447621 19991122

Designated States: AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CU CZ DE DK

DZ EE ES FI GB GE GH GM HR HU ID IL IS JP KE KG KP KR KZ LC LK LR LS LT

LU LV MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR

TT UA UG UZ VN YU ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 171499

Fulltext Availability:

Detailed Description

Detailed Description

... a flowchart illustrating media communication over the hybrid network of the present invention. When a **customer** initiates a use of the hybrid network, the hybrid network, in a first step 2700...

2/3,K/61 (Item 4 from file: 349)  
DIALOG(R)File 349:PCT FULLTEXT  
(c) 2004 WIPO/Univentio. All rts. reserv.

00806382

**METHOD FOR AFFORDING A MARKET SPACE INTERFACE BETWEEN A PLURALITY OF  
MANUFACTURERS AND SERVICE PROVIDERS AND INSTALLATION MANAGEMENT VIA A  
MARKET SPACE INTERFACE**

**PROCEDE DE MISE A DISPOSITION D'UNE INTERFACE D'ESPACE DE MARCHÉ ENTRE UNE  
PLURALITE DE FABRICANTS ET DES FOURNISSEURS DE SERVICES ET GESTION  
D'UNE INSTALLATION VIA UNE INTERFACE D'ESPACE DE MARCHÉ**

Patent Applicant/Assignee:

ACCENTURE LLP, 1661 Page Mill Road, Palo Alto, CA 94304, US, US  
(Residence), US (Nationality)

Inventor(s):

MIKURAK Michael G, 108 Englewood Blvd., Hamilton, NJ 08610, US,

Legal Representative:

HICKMAN Paul L (et al) (agent), Oppenheimer Wolff & Donnelly LLP, 1400  
Page Mill Road, Palo Alto, CA 94304, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200139028 A2 20010531 (WO 0139028)

Application: WO 2000US32308 20001122 (PCT/WO US0032308)

Priority Application: US 99444773 19991122; US 99444798 19991122

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ

DE DK DM DZ EE ES FI GB GE GH GM HR HU ID IL IS JP KE KG KP KR KZ LC LK

LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK

SL TJ TM TR TT TZ UA UG UZ VN YU ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 170977

Fulltext Availability:

Detailed Description

Detailed Description

... process handles customer inquiries about bills, and is responsible to  
resolve billing problems to the **customer** 's satisfaction. The aim is to  
provide a correct bill and, if there is a...

2/3,K/62 (Item 1 from file: 476)  
DIALOG(R)File 476:Financial Times Fulltext  
(c) 2004 Financial Times Ltd. All rts. reserv.

0011553836 A2004031680C-12A-FT

**CREATIVE BUSINESS - Richard Tait: No limits now for Sky The Five news deal  
has given the broadcaster a vital terrestrial foothold**

RICHARD TAIT

Financial Times, Surveys CRE ED, P 4

Tuesday, March 16, 2004

DOCUMENT TYPE: NEWSPAPER LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

SECTION HEADING: CREATIVE BUSINESS - Richard Tait

Word Count: 1,119

...a future, eventually, as a wholly-owned cost centre for ITV, rather than  
the multi- **customer** , **profit** -driven company that the 1992 Broadcasting

Act envisaged. The uniquely British model of an independent...

...TV channels looks like being the long-term casualty of this deal. Sky's aggressive **pricing** and the broadcasters' desire to cut costs has made providing news programmes a low-margin...

**2/3,K/63 (Item 2 from file: 476)**

DIALOG(R)File 476:Financial Times Fulltext  
(c) 2004 Financial Times Ltd. All rts. reserv.

0011553800 A20040315151F1-1-DFT

**No limits now for Sky**

RICHARD TAIT

FT.COM SITE

Monday, March 15, 2004

DOCUMENT TYPE: NEWSPAPER LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

Word Count: 1,118

...a future, eventually, as a wholly-owned cost centre for ITV, rather than the multi- **customer** , **profit** -driven company that the 1992 Broadcasting Act envisaged. The uniquely British model of an independent...

...TV channels looks like being the long-term casualty of this deal. Sky's aggressive **pricing** and the broadcasters' desire to cut costs has made providing news programmes a low-margin...

**2/3,K/64 (Item 1 from file: 483)**

DIALOG(R)File 483:Newspaper Abs Daily  
(c) 2004 ProQuest Info&Learning. All rts. reserv.

04601523

**How To Make Real Gains in The Efficiency Ratio**

Harper, Rodgers L

American Banker, p 6A, col 1

Jun 16, 1997

ISSN: 0002-7561 NEWSPAPER CODE: AB

DOCUMENT TYPE: Commentary; Newspaper

LANGUAGE: English RECORD TYPE: ABSTRACT

LENGTH: Long (18+ col inches)

...ABSTRACT: behavior and preferences. The result is many dislocations among the cost of service transactions, product **pricing** , and value perceived by customers. The new approach, however, identifies dislocations among revenue and cost-to-serve by customer. It also combines **customer profit** information with insights about customer needs, attitudes, and behaviors to align cost with perceived value.

**2/3,K/65 (Item 1 from file: 553)**

DIALOG(R)File 553:Wilson Bus. Abs. FullText  
(c) 2004 The HW Wilson Co. All rts. reserv.

04853588 H.W. WILSON RECORD NUMBER: BWBA02103588 (USE FORMAT 7 FOR FULLTEXT)

**Competitive price discrimination.**

Armstrong, Mark

Vickers, John

The Rand Journal of Economics (Rand J Econ) v. 32 no4 (Winter 2001) p.

579-605

LANGUAGE: English

WORD COUNT: 15996

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

... and let  $v(p)$  be that associated with  $q$ . Let  $\pi_i(u)$  be the per-  
**customer profit** function in market  $i$ , so that  $\pi_i(v_i(\pi_i)) = q_i(\pi_i)(\pi_i -$   
 $c)$  as in...

... $i(c)/q_i(c)$  be the elasticity of demand in market  $i$  with marginal-cost  
**pricing**. Without loss of generality, suppose that markets are labelled so  
that market 1 is the...

**2/3,K/66 (Item 1 from file: 613)**

DIALOG(R)File 613:PR Newswire

(c) 2004 PR Newswire Association Inc. All rts. reserv.

01115388 20040219NYTH066 (USE FORMAT 7 FOR FULLTEXT)

**Innovative Integration Launches LOBO, Industry's First PCI**

PR Newswire

Thursday, February 19, 2004 09:06 EST

JOURNAL CODE: PR LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

DOCUMENT TYPE: NEWSWIRE

WORD COUNT: 542

TEXT:

...or standard protocols such as FPDP, FPDP2 and  
ChanneLink. This port arrangement is a tremendous **customer benefit**  
because it  
makes development of custom add-on interface modules much simpler and more  
robust...

...which includes a built-in version of  
Pismo, Innovative Integration's proprietary toolset. Quantity one **pricing**  
for  
Lobo is \$7,000. A complete Lobo data sheet can be viewed at:  
www...

**2/3,K/67 (Item 2 from file: 613)**

DIALOG(R)File 613:PR Newswire

(c) 2004 PR Newswire Association Inc. All rts. reserv.

00241938 20000106DATH045 (USE FORMAT 7 FOR FULLTEXT)

**New Information on Compaq Website; Compaq Web Advisory: Microsoft Offers  
Free Windows 2000 Upgrade on Selected Compaq Servers; Customers Can Buy  
Now, Upgrade Later to Windows 2000 without Paying**

PR Newswire

Thursday, January 6, 2000 14:13 EST

JOURNAL CODE: PR LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

DOCUMENT TYPE: NEWSWIRE

WORD COUNT: 261

...offer, please visit Microsoft's' web site  
at: <http://www.microsoft.com/windows2000/guide/server/pricing/techg.asp>  
**Customer Benefit** : Customers don't need to wait until Windows 2000  
is

publicly available to upgrade their...

**2/3,K/68 (Item 1 from file: 625)**

DIALOG(R)File 625:American Banker Publications  
(c) 2004 American Banker. All rts. reserv.

0186040

**Plumbing the Telephone Banking Paradox: Why Lower Costs Don't Yield Bigger Profits**

American Banker - August 5, 1996; Pg. 18A; Vol. 161, No. 148  
DOCUMENT TYPE: Journal LANGUAGE: English RECORD TYPE: Fulltext  
WORD COUNT: 1,030

**TEXT:**

...agents with information about which customers to approach proactively, with what product, and for what **customer - benefit** reason.

A lot of money is at stake here. Results to date are generally frustrating...

...And how do fulfillment capabilities need to straddle or support those customers?

What is the **pricing** strategy for telephone banking

**2/3,K/69 (Item 2 from file: 625)**

DIALOG(R)File 625:American Banker Publications  
(c) 2004 American Banker. All rts. reserv.

0122218

**Trust Program Led Way to Retail Funds**

American Banker - November 18, 1991; Pg. 9A; Vol. 156, No. 222  
WORD COUNT: 630

**BYLINE:**

By JIM RUBENSTEIN

**TEXT:**

...planning" tuition investments through the funds.  
Training Branch Employees

The company also promotes its "daily **pricing**" feature, which is considered by many banks to be an attractive retail **customer benefit**. Customers, said Mr. Melone, like the idea of being able to get over-the-counter...

...losing interest or capital growth. That is not the case with common trust funds, where **pricing** is administered monthly.

This benefit and others are touted by branch employees, who are trained...

**2/3,K/70 (Item 1 from file: 635)**

DIALOG(R)File 635:Business Dateline(R)  
(c) 2004 ProQuest Info&Learning. All rts. reserv.

0757652 97-16184

**Bell Atlantic to tailor plans to match needs**

Cullen, Jim

Search Report from Ginger R. DeMille

Washington Times (Washington, DC, US) pD19  
PUBL DATE: 961118  
WORD COUNT: 731  
DATELINE: Washington, DC, US, South Atlantic

TEXT:

...re free to match those numbers. Our intention is to be very competitive on our **pricing**. Part of our ability to do that is we have a network in place. Forty...

...in our territory and could be handled by our network today. So there's great **customer benefit** to our being in long distance.

If you're a customer who uses Caller ID...

2/3,K/71 (Item 1 from file: 636)  
DIALOG(R) File 636:Gale Group Newsletter DB(TM)  
(c) 2004 The Gale Group. All rts. reserv.

04115553 Supplier Number: 54081425 (USE FORMAT 7 FOR FULLTEXT)  
**Measuring profitability.**  
Bank Marketing International, n102, pNA  
March, 1999  
Language: English Record Type: Fulltext  
Document Type: Newsletter; Trade  
Word Count: 1746

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...service to the customer by simple allocation methods. Using traditional 'top-down' methods of measuring **customer profit**, product profit data was simply allocated using a few customer characteristics such as balance, rates...must view another allocation methodology called activity-based costing (ABC), the use of funds transfer **pricing** and capital allocation methodologies to really reflect the reality of the financial services organisations. To...

...for a given activity that would reduce the overall cost of that activity. Funds transfer **pricing** The financial services business is about borrowing money (from depositors) at one rate and lending...  
...up sale of its funds to treasury. The loans products are treated similarly. Funds transfer **pricing** is a technique aimed at improving the way internal costs are determined and allocated across...

...costs for purposes of determining product and service profitability is replaced by a more rigorous **pricing** method based on the 'pretence' that funds are placed in the open market. While the...

...approach does provide management with a better methodology from which to approach product and service **pricing** in general. For purposes of a modern profitability system, a robust funds transfer **pricing** capability allows individual product **pricing** to be determined for individual customers based on that customer's current and expected future...

2/3,K/72 (Item 2 from file: 636)  
DIALOG(R) File 636:Gale Group Newsletter DB(TM)  
(c) 2004 The Gale Group. All rts. reserv.

Search Report from Ginger R. DeMille

01697628      Supplier Number: 42730052    (USE FORMAT 7 FOR FULLTEXT)  
**VOLUME LONG-DISTANCE DISCOUNTS OFFERED FROM MICHIGAN BELL**  
Telecommunications Alert, v9, n24, pN/A  
Feb 4, 1992  
Language: English      Record Type: Fulltext  
Document Type: Newsletter; Trade  
Word Count:    192

...      telephone credit card, America's Calling Card. Each also features  
800 service discounts.

    The new **pricing** plans are yet another **customer benefit** the  
company is offering as the result of the state's new telecommunications law  
which...

**2/3,K/73      (Item 1 from file: 647)**  
DIALOG(R)File 647:CMP    Computer Fulltext  
(c) 2004 CMP Media, LLC. All rts. reserv.

01151010    CMP ACCESSION NUMBER: CRN19980126S0133  
**Piecing the puzzle together - IBM Adding Muscle To Supply- Chain**  
**Re-Engineering - Names channel veteran to head new organization**  
Craig Zarley  
COMPUTER RESELLER NEWS, 1998, n 773, PG95  
PUBLICATION DATE: 980126  
JOURNAL CODE: CRN      LANGUAGE: English  
RECORD TYPE: Fulltext  
SECTION HEADING: Channel Assembly  
WORD COUNT: 483

...      that it's right for the customer. . . . As we go through the first  
quarter, the **customer benefit** starts to come through in terms of  
**pricing** and the value-added services the channel can provide.

    "We want to get the whole...

**2/3,K/74      (Item 2 from file: 647)**  
DIALOG(R)File 647:CMP    Computer Fulltext  
(c) 2004 CMP Media, LLC. All rts. reserv.

01143573    CMP ACCESSION NUMBER: EET19971030S0016  
**1973 (EE Times Chronicles 1972-1997)**  
George Rostky  
ELECTRONIC ENGINEERING TIMES, 1997, n 978, PG156  
PUBLICATION DATE: 971030  
JOURNAL CODE: EET      LANGUAGE: English  
RECORD TYPE: Fulltext  
SECTION HEADING: 25th Anniversary- Electronics At The Threshold Of The New  
    Millennium  
WORD COUNT: 2339

...      Clayton Act in trying to destroy competition in plug-compatible  
peripherals and in using predatory **pricing** and marketing strategy having  
no relationship to technological skill, foresight or **customer benefit**  
. IBM said it would appeal.

    Meanwhile, a battle of watches was raging. Harry B. Henshel...

**2/3,K/75      (Item 1 from file: 654)**



Search Report from Ginger R. DeMille

DIALOG(R)File 654:US Pat.Full.

(c) Format only 2004 The Dialog Corp. All rts. reserv.

5607342 \*\*IMAGE Available

**Utility**

**Business alliance identification in a web architecture framework**

Inventor: Guheen, Michael F., Tiburon, CA

Mitchell, James D., Manhattan Beach, CA

Barrese, James J., San Jose, CA

Assignee: Andersen Consulting LLP (02), Chicago, IL

Examiner: Dixon, Thomas A. (Art Unit: 369)

Law Firm: Merchant & Gould P.C.

	Publication Number	Kind	Date	Application Number	Filing Date
	-----	--	-----	-----	-----
Main Patent	US 6721713	A	20040413	US 99320816	19990527

Fulltext Word Count: 139073

**2/3,K/76 (Item 2 from file: 654)**

DIALOG(R)File 654:US Pat.Full.

(c) Format only 2004 The Dialog Corp. All rts. reserv.

5599911 \*\*IMAGE Available

**Utility**

**System, method and article of manufacture for an activity framework design in an e-commerce based environment**

Inventor: Underwood, Roy Aaron, Long Grove, IL

Assignee: Accenture LLP (02), Palo Alto, CA

Examiner: Nguyen-Ba, Hoang-Vu Anthony (Art Unit: 212)

Combined Principal Attorneys: Edwards, W. GlennOppenheimer Wolff & Donnelly  
LLP

	Publication Number	Kind	Date	Application Number	Filing Date
	-----	--	-----	-----	-----
Main Patent	US 6718535	A	20040406	US 99364164	19990730

Fulltext Word Count: 102374

**2/3,K/77 (Item 3 from file: 654)**

DIALOG(R)File 654:US Pat.Full.

(c) Format only 2004 The Dialog Corp. All rts. reserv.

5484475 \*\*IMAGE Available

Derwent Accession: 2001-356072

**Utility**

**CERTIFICATE OF CORRECTION**

**E/ Problem isolation through translating and filtering events into a standard object format in a network based supply chain**

Inventor: Mikurak, Michael G., Hamilton, NJ

Assignee: Accenture LLP (02), Palo Alto, CA

Accenture LLP (Code: 63692)

Examiner: Beausoliel, Robert (Art Unit: 214)

Assistant Examiner: Chu, Gabriel

Search Report from Ginger R. DeMille

Law Firm: Oppenheimer Wolff & Donnelly LLP

	Publication Number	Kind	Date	Application Number	Filing Date
	-----	--	-----	-----	-----
Main Patent	US 6671818	A	20031230	US 99447621	19991122

Fulltext Word Count: 156452

Description of the Invention:

...resides. Therefore, during an EVS/NARS call 3602, the NARS switch 1206-1210 records the **customer** 's menu selections in an expanded record (EOSR, IPOSr) 3712...

2/3,K/78 (Item 4 from file: 654)

DIALOG(R) File 654:US Pat.Full.

(c) Format only 2004 The Dialog Corp. All rts. reserv.

0005361210 \*\*IMAGE Available

Derwent Accession: 2003-746571

**System and method for designing, developing and implementing internet service provider architectures**

Inventor: Nguyen, John, INV

Correspondence Address: Robert C. Kowert Meyertons, Hood, Kivlin, Kowert & Goetzel, P.C., P.O. Box 398, Austin, TX, 78767, US

	Publication Number	Kind	Date	Application Number	Filing Date
	-----	--	-----	-----	-----
Main Patent	US 20030172145	A1	20030911	US 2003375589	20030227
Provisional				US 60-363175	20020311

Fulltext Word Count: 85745

Description of the Invention:

...region by acting as a concentration point for many of its access tier sites. A **benefit** of the hierarchal model is fast problem isolation due to network modularity...R) News Services (NewsGuy.com), Randori News (Randori News), and NewsFeeds.com. Service offerings and **pricing** may vary among UseNet providers. Other commercial and/or open source UseNet may be considered...iPlanet), BEA(R) WebLogic(R) (BEA), Vignette(R) (Vignette), and PeopleSoft (Peoplesoft). Product features and **pricing** may vary among vendors. Other application servers may be available for consideration...IBM Informix(R) OnLine (IBM), and Sybase(TM) Adaptive Server(TM) (Sybase, Inc.). Features, performance, **pricing**, and other information may vary among vendors. Other database servers may be available for consideration...

...Checkpoint Meta IP(TM), and Shadow IPserver(TM) (Efficient Networks(TM)). Product features, performance, and **pricing** may vary among vendors. Note that performance differences in BIND versions may affect decisions

2/3,K/79 (Item 5 from file: 654)

DIALOG(R) File 654:US Pat.Full.

(c) Format only 2004 The Dialog Corp. All rts. reserv.

Search Report from Ginger R. DeMille

5340580 \*\*IMAGE Available  
Derwent Accession: 2003-707935

**Utility**

**E/ Method and system for accumulating marginal discounts and applying an associated incentive upon achieving threshold**

Inventor: Deaton, David W., Abilene, TX  
Gabriel, Rodney G., Abilene, TX  
Assignee: Incentech, Inc. (02), Abilene, TX  
Incentech Inc  
Examiner: Stamber, Eric W. (Art Unit: 212)  
Assistant Examiner: Janvier, Jean Dorio  
Law Firm: Baker Botts L.L.P.

	Publication Number	Kind	Date	Application Number	Filing Date
Main Patent	US 6611811	A	20030826	US 99411588	19991001
Continuation	Pending			US 99320114	19990526

Fulltext Word Count: 63787

**Description of the Invention:**

If not (i.e., if NEGATIVE status for that **customer** is Inactive at all locations), the corresponding customer record is retrieved (618) from the customer...may be intelligently printed out at the point-of-sale based upon an index of **pricing** and spending that the customer has accumulated in order to provide those coupons only to...

**2/3,K/80 (Item 6 from file: 654)**

DIALOG(R)File 654:US Pat.Full.

(c) Format only 2004 The Dialog Corp. All rts. reserv.

5332859 \*\*IMAGE Available  
Derwent Accession: 2003-707895

**Utility**

**E/ Method and system for accumulating marginal discounts and applying an associated incentive**

Inventor: Deaton, David W., Abilene, TX  
Gabriel, Rodney G., Abilene, TX  
Assignee: Incentech, Inc. (02), Abilene, TX  
Examiner: Stamber, Erik (Art Unit: 362)  
Assistant Examiner: Janvier, Jean D.  
Law Firm: Baker Botts L.L.P.

	Publication Number	Kind	Date	Application Number	Filing Date
Main Patent	US 6609104	A	20030819	US 99405675	19990924
Continuation	Pending			US 99320114	19990526

Fulltext Word Count: 64568

**Description of the Invention:**

...For each customer record received from the remote (632), the host searches (634) its **customer** file. If a corresponding customer record does not exist, one is created (636) with the...may be intelligently printed out at the point-of-sale based upon an index of **pricing** and spending that the customer has accumulated in order to provide those coupons only to...

Search Report from Ginger R. DeMille

2/3,K/81 (Item 7 from file: 654)

DIALOG(R)File 654:US Pat.Full.

(c) Format only 2004 The Dialog Corp. All rts. reserv.

0005171173 \*\*IMAGE Available

Derwent Accession: 2003-353503

**System and method for managing internet trading networks**

Inventor: Theresa Broden, INV

Glenn Godoy, INV

Jane Murphy, INV

Mark Musa, INV

Sherry Wilson, INV

Assignee: International Business Machines Corporation (02), Armonk, NY, US

Correspondence Address: Shelley M Beckstrand, P.C. Attorney at Law, 314

Main Street, Owego, NY, 13827, US

	Publication Number	Kind	Date	Application Number	Filing Date
	-----	--	-----	-----	-----
Main Patent	US 20030023497	A1	20030130	US 2001798598	20010302

Fulltext Word Count: 10100

Exemplary or Independent Claim(s):

...or service; a trading network portfolio item entity for facilitating supplier offering assignment to a **customer benefit** package; a set of management controls for ensuring underlying applications use of membership attributes match agreement terms; and a flexible membership **pricing** structure for facilitating billing appropriate to a given customer agreement...

2/3,K/82 (Item 8 from file: 654)

DIALOG(R)File 654:US Pat.Full.

(c) Format only 2004 The Dialog Corp. All rts. reserv.

0005106970 \*\*IMAGE Available

Derwent Accession: 2002-090113

**Methods and systems for electronics assembly systems pricing and customer benefit sharing**

Inventor: Tuan Nguyen, INV

Anthony Duck, INV

Ian Rawles, INV

Thomas Mair, INV

Robert Gray, INV

Correspondence Address: Siemens Corporation Intellectual Property Department, 186 Wood Avenue South, Iselin, NJ, 08830, US

	Publication Number	Kind	Date	Application Number	Filing Date
	-----	--	-----	-----	-----
Main Patent	US 20020161727	A1	20021031	US 2001873023	20010601
Provisional				US 60-208664	20000601
Provisional				US 60-280679	20010330

Fulltext Word Count: 14620

**Methods and systems for electronics assembly systems pricing and**

customer benefit sharing

Summary of the Invention:

...assembly system solution for a customer. First, with the aid of a computer model, a **customer benefit** to be realized through the use of the electronics assembly system solution is predicted. A **customer benefit** guarantee is then generated, based on the predicted **customer benefit**, and a message relating to the **customer benefit** guarantee associated with the predicted **customer benefit** is transmitted to the customer...

Description of the Invention:

...assembly lines and other systems. In particular, the present invention provides an easy-to-use **customer benefit** modeling tool that is readily adaptable for use in the electronic assembly systems equipment and/or solutions areas. It enables a method for applying **customer benefit** modeling to permit new **pricing** and financing arrangements for the electronic assembly systems, equipment and solutions areas, and it provides others may employ the **customer benefit** modeling to develop performance-based contracts for configuring and/or selling of assembly and/or...0117] The **customer benefit** tool of the present invention enables unique and innovative sales and marketing techniques by offering ...

...g. throughput, yield, OEE, COO, unit assembly cost). The present invention also offers gain share **pricing** solutions packages...aspect of the present invention is based on the recognition of the potential value of **customer benefit** sharing in the electronics assembly industry, as well as in the practicability of such an...

...0147] One **customer benefit** sharing approach according to the present invention is shown in the flowchart of FIG. 34, which is directed to a method for **pricing** an electronics assembly system solution or configuration. A **customer benefit** that might be realized through the adoption of a proposed electronics assembly solution or configuration is predicted (e.g., using the methods and tools described above) at step 3402. A **customer benefit** computation may involve any measure that affects a customer's actual or perceived valuation for...

...assembly equipment, or of solutions involving such equipment, may then generate, at step 3406, a **customer benefit** guarantee associated with the electronics assembly solution. The purveyor's ability to generate such a from its ability to effectively use the methods and tools for **customer benefit** modeling described above. When a **customer benefit** guarantee has been arrived at, it is then communicated to the customer at step 3406...

...or solution to the customer at a price that is a function of the guaranteed **customer benefit**. For example, the price may be set as a mutually agreeable percentage of the guaranteed...

...the purveyor could bind itself to receive compensation, or full compensation, only if the guaranteed **customer benefit** were actually to be realized...

Exemplary or Independent Claim(s):

...customer comprising the steps of: a. predicting, with the aid of a computer model, a **customer benefit** to be realized through the use of the electronics assembly system solution; b. generating a **customer benefit** guarantee based on the predicted **customer**

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**benefit** ; and c. communicating a message relating to the **customer benefit** guarantee associated with the predicted **customer benefit**

2/3,K/83 (Item 9 from file: 654)

DIALOG(R)File 654:US Pat.Full.

(c) Format only 2004 The Dialog Corp. All rts. reserv.

0005052977 \*\*IMAGE Available

Derwent Accession: 2002-090113

**Electronics assembly systems customer benefit modeling tools and methods**

Inventor: Tuan Nguyen, INV

Anthont Duck, INV

Ian Rawles, INV

Thomas Mair, INV

Robert Gray, INV

Correspondence Address: Siemens Corporation Intellectual Property  
Department, 186 Wood Avenue South, Iselin, NJ, 08830, US

	Publication Number	Kind	Date	Application Number	Filing Date
Main Patent	US 20020107677	A1	20020808	US 2001873021	20010601
Provisional				US 60-208664	20000601
Provisional				US 60-280679	20010330

Fulltext Word Count: 12954

Description of the Invention:

...assembly lines and other systems. In particular, the present invention provides an easy-to-use **customer benefit** modeling tool that is readily adaptable for use in the electronic assembly systems equipment and/or solutions areas. It enables a method for applying **customer benefit** modeling to permit new **pricing** and financing arrangements for the electronic assembly systems, equipment and solutions areas, and it provides...

...sales process that employs these modeling approaches. For example, consultants and others may employ the **customer benefit** modeling to develop performance-based contracts for configuring and/or selling of assembly and/or ...0108] The **customer benefit** tool of the present invention enables unique and innovative sales and marketing techniques by offering...

...g. throughput, yield, OEE, COO, unit assembly cost). The present invention also offers gain share **pricing** solutions packages...aspect of the present invention is based on the recognition of the potential value of **customer benefit** sharing in the electronics assembly industry, as well as in the practicability of such an...

...0140] One **customer benefit** sharing approach according to the present invention is shown in the flowchart of FIG. 34, which is directed to a method for **pricing** an electronics assembly system solution or configuration. A **customer benefit** that might be realized through the adoption of a proposed electronics assembly solution or configuration is predicted (e.g., using the methods and tools described above) at step 3402. A **customer benefit** computation may involve any measure that affects a customer's actual or perceived valuation for...

Search Report from Ginger R. DeMille

...assembly equipment, or of solutions involving such equipment, may then generate, at step 3406, a **customer benefit** guarantee associated with the electronics assembly solution. The purveyor's ability to generate such a...

...with any comfort stems from its ability to effectively use the methods and tools for **customer benefit** modeling described above. When a **customer benefit** guarantee has been arrived at, it is then communicated to the customer at step 3406...

...or solution to the customer at a price that is a function of the guaranteed **customer benefit**. For example, the price may be set as a mutually agreeable percentage of the guaranteed...

...the purveyor could bind itself to receive compensation, or full compensation, only if the guaranteed **customer benefit** were actually to be realized...

2/3,K/84 (Item 10 from file: 654)

DIALOG(R)File 654:US Pat.Full.

(c) Format only 2004 The Dialog Corp. All rts. reserv.

0005028195 \*\*IMAGE Available

Derwent Accession: 2001-408321

**Systems and methods of matching customer preferences with available options**

Inventor: Martin Schiff, Coral Springs, FL, US, INV  
Kathleen Sussman-Wiles, Miami Beach, FL, US, INV  
Vivian Ewart, Davie, FL, US, INV  
Wallace Huff, Dresser, WI, US, INV  
Byron Berk, Northborough, MA, US, INV  
Maureen Elenberger, Concord, MA, US, INV  
Timothy Fessenden, Waltham, MA, US, INV  
Paul Fitton, Hollis, NH, US, INV  
Vance Loiselle, Bolton, MA, US, INV  
Michael Carpenter, Loxahatchee, FL, US, INV  
Michael Sherota, Davie, FL, US, INV  
Elizabeth Judy, Marina Del Rey, CA, US, INV  
Elena Rodriguez, Miami, FL, US, INV  
Holley Christen, Syracuse, NY, US, INV  
Mitch Cox, Orlando, FL, US, INV  
Todd Elliot, Orlando, FL, US, INV  
Kevin Helms, Orlando, FL, US, INV  
Adolf Quintana, Orlando, FL, US, INV  
Dot Tolle, Casselberry, FL, US, INV  
Nancy Porter, St. Cloud, FL, US, INV  
Karen Reynolds, Orlando, FL, US, INV  
Monica Scanlon, New York, NY, US, INV  
Paul Colangelo, Airmont, NY, US, INV  
Tracey Codd, Charlotte, FL, US, INV  
Joanell DeLand, Clay, NY, US, INV  
Timothy Moorhead, Syracuse, NY, US, INV  
Anne Burkard, Delray Beach, FL, US, INV  
George DelPino, Coral Springs, FL, US, INV  
Joelle Delva, Miami, FL, US, INV  
Sharon Everhart-Brooks, Boca Raton, FL, US, INV  
Bradley Ferguson, Boca Raton, FL, US, INV  
David Forman, Deerfield Beach, FL, US, INV  
Samuel Hintz, Coral Springs, FL, US, INV  
Irwin Klotz, Boca Raton, FL, US, INV  
Courtney Kurk, Miami Beach, FL, US, INV  
Keith Leslie, Plantation, FL, US, INV

Search Report from Ginger R. DeMille

Sandi Levy, Deerfield Beach, FL, US, INV  
 Fred Locicero, Smithtown, NY, US, INV  
 Charlotte Luna, Boca Raton, FL, US, INV  
 Jeffrey Nickerson, Coconut Creek, FL, US, INV  
 Maryann Bastnagel, Rockville, MD, US, INV

Correspondence Address: KNOBBE MARTENS OLSON & BEAR LLP, 620 NEWPORT CENTER  
 DRIVE SIXTEENTH FLOOR, NEWPORT BEACH, CA, 92660, US

	Publication Number	Kind	Date	Application Number	Filing Date
Main Patent	US 20020082877	A1	20020627	US 2000734323	20001201
Provisional				US 60-168871	19991203

Fulltext Word Count: 14282

Description of the Invention:

...one embodiment is that customer qualification may serve as a preliminary screening aid to facilitate **pricing** comparisons. By removing cruises which do not meet a customer's needs, customer qualification narrows...

...amounts of cruise information in a short period of time, both the travel agent and **customer benefit** by reducing the time spent assessing non-optimal cruise information and improving the booking experience...

2/3,K/85 (Item 11 from file: 654)

DIALOG(R)File 654:US Pat.Full.

(c) Format only 2004 The Dialog Corp. All rts. reserv.

0005028134 \*\*IMAGE Available

Derwent Accession: 2002-090113

**Methods and systems for electronics assembly system consultation and sales**

Inventor: Tuan Nguyen, INV  
 Anthony Duck, INV  
 Ian Rawles, INV  
 Thomas Mair, INV  
 Robert Gray, INV

Correspondence Address: Siemens Corporation Intellectual Property  
 Department, 186 Wood Avenue South, Iselin, NJ, 08830, US

	Publication Number	Kind	Date	Application Number	Filing Date
Main Patent	US 20020082816	A1	20020627	US 2001872401	20010601
Provisional				US 60-208664	20000601
Provisional				US 60-280679	20010330

Fulltext Word Count: 14071

Description of the Invention:

...assembly lines and other systems. In particular, the present invention provides an easy-to-use **customer benefit** modeling tool that is readily adaptable for use in the electronic assembly systems equipment and/or solutions areas. It enables a method for applying **customer benefit** modeling to permit new **pricing** and financing arrangements for the electronic assembly systems, equipment and solutions areas, and it provides...



Search Report from Ginger R. DeMille

- ...sales process that employs these modeling approaches. For example, consultants and others may employ the **customer benefit** modeling to develop performance-based contracts for configuring and/or selling of assembly and/or...0116] The **customer benefit** tool of the present invention enables unique and innovative sales and marketing techniques by offering...
- ...g. throughput, yield, OEE, COO, unit assembly cost). The present invention also offers gain share **pricing** solutions packages...aspect of the present invention is based on the recognition of the potential value of **customer benefit** sharing in the electronics assembly industry, as well as in the practicability of such an0147] One **customer benefit** sharing approach according to the present invention is shown in the flowchart of FIG. 34, which is directed to a method for **pricing** an electronics assembly system solution or configuration. A **customer benefit** that might be realized through the adoption of a proposed electronics assembly solution or configuration is predicted (e.g., using the methods and tools described above) at step 3402. A **customer benefit** computation may involve any measure that affects a customer's actual or perceived valuation for...
- ...assembly equipment, or of solutions involving such equipment, may then generate, at step 3406, a **customer benefit** guarantee associated with the electronics assembly solution. The purveyor's ability to generate such a...
- ...with any comfort stems from its ability to effectively use the methods and tools for **customer benefit** modeling described above. When a **customer benefit** guarantee has been arrived at, it is then communicated to the customer at step 3406...
- ...or solution to the customer at a price that is a function of the guaranteed **customer benefit** . For example, the price may be set as a mutually agreeable percentage of the guaranteed...
- ...the purveyor could bind itself to receive compensation, or full compensation, only if the guaranteed **customer benefit** were actually to be realized...

2/3,K/86 (Item 12 from file: 654)

DIALOG(R)File 654:US Pat.Full.

(c) Format only 2004 The Dialog Corp. All rts. reserv.

4798799 \*\*IMAGE Available

Derwent Accession: 2000-225050

**Utility**

**E/ Business system and method of compiling mailing list of interested customers**

Inventor: McEvoy, Richard B., Newtown, CT

von Braun, Peter, Greenwich, CT

Assignee: LabelADD, LLC (02), Greenwich, CT

LabelADD LLC

Examiner: Gravini, Stephen (Art Unit: 212)

Law Firm: St. Onge Steward Johnston & Reens LLC

	Publication Number	Kind	Date	Application Number	Filing Date
	-----	--	-----	-----	-----
Main Patent	US 6496804	A	20021217	US 2001860290	20010518
Continuation	Pending			US 99253283	19990219

Search Report from Ginger R. DeMille

CIP	Abandoned	US 98170688	19981013
CIP	Abandoned	US 9890282	19980604

Fulltext Word Count: 4190

Description of the Invention:

...identifying a subscriber, to a subscription periodical publication delivered to the subscriber; (2) providing a **customer benefit** program activated by removing the removable label from the publication and applying the removable label to a **customer benefit** redemption form; (3) creating a computer database record containing information identifying a subscriber who participates in the **customer benefit** program by removing the label from the publication and applying the removable label to a **customer benefit** redemption form and submitting the **customer benefit** redemption form to a redemption agent; and (4) compiling, from one or more of the records, a computer database comprising records of the persons who participate in the **customer benefit** program, as well as records identifying a product whose sale is promoted by the **customer benefit** program. The computer database is then used to generate delivery of product information or product offers related to products promoted in the **customer benefit** program to persons listed in the database. Delivery of such promotional materials may typically be in order to attract the customers' attention to the **customer benefit** program, the removable label is provided with the advertising indicia 30, and/or information for locating the **customer benefit** redemption form in the publication. In one preferred embodiment, an advertising message 42 is imprinted...

...As prior discussed, the **customer benefit** redemption form may comprise a store discount coupon, or a returnable form, or other benefit to the consumer. In one embodiment, the **customer benefit** redemption form is a high value store discount coupon. In another embodiment, the **customer benefit** redemption form comprises a mail in form, which when returned, will trigger delivery of a...

2/3,K/87 (Item 13 from file: 654)

DIALOG(R)File 654:US Pat.Full.

(c) Format only 2004 The Dialog Corp. All rts. reserv.

4574060 \*\*IMAGE Available

Derwent Accession: 2000-225050

Utility

E/ **Business system and method of compiling mailing list of interested customers**

Inventor: McEvoy, Richard B., Newtown, CT

von Braun, Peter, Greenwich, CT

Assignee: LabelADD LLC (02), Greenwich, CT

LabelADD LLC

Examiner: Gravini, Stephen (Art Unit: 212)

Law Firm: St. Onge Steward Johnston & Reens LLC

	Publication Number	Kind	Date	Application Number	Filing Date
Main Patent	US 6292785	A	20010918	US 99253283	19990219
CIP	Pending			US 98170688	19981013
CIP	Pending			US 9890282	19980604

Fulltext Word Count: 4543

Description of the Invention:

...identifying a subscriber, to a subscription periodical publication delivered to the subscriber; (2) providing a **customer benefit** program ...by removing the removable label from the publication and applying the removable label to a **customer benefit** redemption form; (3) creating a computer database record containing information identifying a subscriber who participates in the **customer benefit** program by removing the label from the publication and applying the removable label to a **customer benefit** redemption form and submitting the **customer benefit** redemption form to a redemption agent; and (4) compiling, from one or more of the records, a computer database comprising records of the persons who participate in the **customer benefit** program, as well as records identifying a product whose sale is promoted by the **customer benefit** program. The computer database is then used to generate delivery of product information or product offers related to products promoted in the **customer benefit** program to persons listed in the database. Delivery of such promotional materials may typically be in order to attract the customers attention to the **customer benefit** program, the removable label is provided with the advertising indicia 30, and/or information for locating the **customer benefit** redemption form in the publication. In one preferred embodiment, an advertising message 42 is imprinted...

...As prior discussed, the **customer benefit** redemption form may comprise a store discount coupon, or a returnable form, or other benefit to the consumer. In one embodiment, the **customer benefit** redemption form is a high value store discount coupon. In another embodiment, the **customer benefit** redemption form comprises a mail in form, which when returned, will trigger delivery of a...

2/3,K/88 (Item 1 from file: 696)

DIALOG(R)File 696:DIALOG Telecom. Newsletters

(c) 2004 The Dialog Corp. All rts. reserv.

00737135

**Building 'life services': Head of Orange dot talks to TPB**

Telecoms Deal Report

July 21, 2000 VOL: 2 ISSUE: 13 DOCUMENT TYPE: NEWSLETTER

PUBLISHER: PHILLIPS BUSINESS INFORMATION

LANGUAGE: ENGLISH

WORD COUNT: 2429

RECORD TYPE: FULLTEXT

(c) PHILLIPS PUBLISHING INTERNATIONAL All Rts. Reserv.

TEXT:

...that's what we're interested in."

The UK has seen a number of Internet **pricing** models and Orange is following them closely, according to Furness.

**Pricing** Internet services

"One of the core factors is what is happening in the marketplace. We've seen a number of Internet **pricing** models starting off with subscription and

going to free subscription, and now of course, there...

...tariffs. We're going to have to keep an eye on those, because each different **pricing** model makes different assumptions about the amount of revenue

it's going to generate from...

Search Report from Ginger R. DeMille

...want flexibility to use the most appropriate media. We have to make sure that the **pricing** structure and our revenue models allow the customer to use any of those but ensure...finding it very difficult to make money out of it. It's got a strong **customer benefit**. We know from the tariffs we've done on our voice service that people like...

2/3,K/89 (Item 1 from file: 717)

DIALOG(R)File 717:The Washington Times  
(c) 2004 Washington Times. All rts. reserv.

08823003

**Jim Cullen Bell Atlantic to tailor plans to match needs**

Washington Times (WT) - Monday, November 18, 1996

By: Doug Abrahms - THE WASHINGTON TIMES

Edition: Final Section: D BUSINESS TIMES 15 MINUTES WITH ... Page: D19

Word Count: 868

... re free to match those numbers. Our intention is to be very competitive on our **pricing**. Part of our ability to do that is we have a network in place. Forty...

... in our territory and could be handled by our network today. So there's great **customer benefit** to our being in long distance.

If you're a customer who uses Caller ID...

2/3,K/90 (Item 1 from file: 755)

DIALOG(R)File 755:New Zealand Newspapers  
(c) Fairfax New Zealand Ltd. All rts. reserv.

00613958 ITW0105284071-NTBANN-BS (USE FORMAT 7 FOR FULLTEXT)

**Getting the right price for bandwidth vital**

PAMATATAU Richard

NZ INFOTECH WEEKLY , 2 ed, p7

28 MAY 2001

JOURNAL CODE: ITW RECORD TYPE: FULLTEXT

WORD COUNT: 00001800

... have to drop, says Mr Swaffield. (United and City Link are also active in Wellington.)

**Pricing** has to reflect the **customer benefit** and it is not just a cost-drive discussion.

Reliability is as important, he says...

2/3,K/91 (Item 1 from file: 759)

DIALOG(R)File 759:Reuters Business Insight

(c) 2004 Datamonitor. All rts. reserv.

00116711

**DECONSTRUCTION OF THE CURRENT AND FUTURE MARKETS: 1.1 SPECIFIC SELLING  
POINTS FOR OUTSOURCING VOICE BUSINESS**

Search Report from Ginger R. DeMille

Main Title: VOICE BUSINESS OUTSOURCERS

Pub. Date: March 29, 2004

Source: DATAMONITOR

Telephone: +44 20 7675 7000

Word Count: 1743 (1 pp.)

Language: English

Country: WORLD

Industry: COMPUTERS AND ELECTRONICS

Company Names (DIALOG Generated): CPE ; Entertainment ; Retail Travel & Tourism

...ability to manage this volatility.

Each of the above situations suggests outsourcers should offer flexible **pricing** options. Specifically, the **customer benefit** of outsourcing overflow calls or seasonal calls is avoiding paying for unused capacity at other times. This lends itself to per minute or per call **pricing**. Most vendors currently offer this type of **pricing**. One notable exception is the traditional IVR outsourcers. Most traditional IVR outsourcers offer a dedicated...

...is whether or not to exit the business of directly serving customers altogether.

Number of **pricing** variables creates customer confusion

Outsourced voice business is behaving like the Wild West in terms of **pricing**. However, some basic generalizations tend to hold true, which are summarized below.

\* Traditional IVR outsourcers stick to a per-dedicated-port **pricing** model.

\* Telco service providers and data service providers sell per-minute.

\* Call center outsourcers and...

...service providers generally offer per-minute, per-call, and pay-for-performance (per-automated-call) **pricing** models. However, even within these generalizations there are frequent exceptions as outsourcers try to meet sometimes-competing customer concerns. Assessing those concerns is key to determining which **pricing** option will most likely attract a customer. The primary customer concerns regarding **pricing** are:

\* Transparency of cost - clearly defined a la carte billing. This appeals to customers for whom outsourced speech functionality is one piece in a greater IT patchwork quilt. Unbundled **pricing** also forces voice business outsourcers to be upfront and competitive on a broader range of...

...remain uncertain of the benefits of speech will likely benefit from a pay-for-performance **pricing** scheme. Though other factors are involved, pay-for-performance **pricing** creates transparency between the cost/benefit of outsourcing some proportion of calls and the comparable...

...creates customer confusion.

Flexibility is certainly needed in structuring any deal, and each of the **pricing** options available has advantages for certain customers. However, in pursuit of new customers, voice business...

...the market further matures and voice business outsourcers formulate a stronger concept of the appropriate **pricing** options for their target customer base, Datamonitor does not expect **pricing** will become any less

of a free-for-all.

**2/3,K/92 (Item 1 from file: 762)**

DIALOG(R)File 762:Euromonitor Market Res.

(c) 2004 Euromonitor Intl.Inc. All rts. reserv.

00046583

**UK: FOOD PACKAGING: Implications of Food Trends**

Main Title: THE UK CONSUMER PACKAGING REPORT

Pub. Date: October 1990

Source: Euromonitor

Telephone: 071-251 8024

Word Count: 606 (1 pp.)

Language: English

Country: UK

Industry: PACKAGING

...the total market for packaged food, have established their pre-eminent position through very competitive **pricing**. In other words, striking the right balance for a product pack between its cost and...

...This objective, motivated in the first instance by commercial considerations, can be translated into a **customer benefit** by promoting products as "long-life" lines. The use of the plastic carton has now...

**2/3,K/93 (Item 1 from file: 765)**

DIALOG(R)File 765:Frost & Sullivan

(c) 1999 Frost & Sullivan Inc. All rts. reserv.

00217291

**STRATEGIES FOR SUCCESS: Strategies Based On Market Focus: Pricing and Profit Margins; A Product As a Dominant Market Leader; A Product As One of Two or Three Products Sharing Market Leadership**

Main Title: A STRATEGIC ASSESSMENT OF THE EUROPEAN CHEMICAL INDUSTRY

Pub. Date: October 1994

Source: Frost & Sullivan

Telephone: US (415) 961 - 1000; London 071 730 3438

Word Count: 510 (1 pp.)

Language: English

Country: EUROPE

Industry: Chemicals

**Pricing and Profit Margins**

Skillful management of price can secure the longer-term profitability of product...

...In terms of performance value, a dominant leader should be able to provide the greatest **customer benefit** for the least product, process and

Search Report from Ginger R. DeMille

distribution  
cost.

If a dominant leader decides to take...

2/3,K/94 (Item 1 from file: 768)  
DIALOG(R)File 768:EIU Market Research  
(c) 2004 EIU. All rts. reserv.

00011116

FACE TO FACE: WITH BOB LUTZ, PRESIDENT OF CHRYSLER CORPORATION: INTERVIEW ( 2 OR 2 )

Main Title: MOTOR BUSINESS INTERNATIONAL 2ND QUARTER 1996  
Pub. Date: MARCH 1996  
Source: THE ECONOMIST INTELLIGENCE UNIT  
Telephone: (212)554-0600  
Word Count: 2107 (3 pp.)  
Language: English

Country: WORLD  
Industry: AUTOMOTIVE  
Company Names (DIALOG Generated): Chrysler ; Nissan ; Town and Country

...ideas that lead to  
higher quality products, lower prices or the addition of a new  
**customer benefit** are all coming to us. We get it first and that is an  
important competitive...gets compared  
with its natural competitors, such as the Ford Escort. Also, there is  
little **pricing** manoeuvrability for cars.

On the other hand, in minivans and sports-utility vehicles we can...

2/3,K/95 (Item 1 from file: 990)  
DIALOG(R)File 990:NewsRoom Current Jan-2004/Apr 21  
(c) 2004 The Dialog Corporation. All rts. reserv.

0771528656 16G70VZH  
Q4 2003 CLARCOR Inc. Earnings Conference Call - Final  
FD Wire  
Thursday, January 29, 2004  
JOURNAL CODE: BCDI LANGUAGE: English RECORD TYPE: Fulltext  
DOCUMENT TYPE: Newswire  
WORD COUNT: 7,461

...out of that business. And Bruce mentioned that we did a thorough review  
of all **customer profit** mixes. And there will be some significant price  
increases which we have already implemented to...

2/3,K/96 (Item 1 from file: 992)  
DIALOG(R)File 992:NewsRoom 2003  
(c) 2004 The Dialog Corporation. All rts. reserv.

0703019469 169YOMOE  
Sumitomo Tst & Bnkg - Summary of Revised Plan for Restoring Sound  
Management

Search Report from Ginger R. DeMille

UK Regulatory News

Friday, September 19, 2003

JOURNAL CODE: APFW LANGUAGE: English RECORD TYPE: Fulltext

DOCUMENT TYPE: Newswire

WORD COUNT: 10,525

...increase of relationship-based loans, (2) disposition and collection of bad debt, (3) appropriate loan **pricing** to match the credit risk, (4) diversification of portfolio and (5) enhancement of investment into...

**2/3,K/97 (Item 1 from file: 993)**

DIALOG(R)File 993:NewsRoom 2002

(c) 2004 The Dialog Corporation. All rts. reserv.

0453001537 15UA01J0

**A road less travelled - Audi takes it diesel upmarket Refined oil**

STUART MARTIN

Daily Telegraph (Sydney, Australia), 1 - State ed, p031

Friday, May 24, 2002

JOURNAL CODE: ABSU LANGUAGE: English RECORD TYPE: Fulltext

DOCUMENT TYPE: Newspaper SECTION HEADING: Features ISSN: 0312-6331

WORD COUNT: 805

...For example, in our A4 range there are very good diesels [available], but from a **pricing** and an output view we would cover that with our petrol engines.

"Given that the...

**2/3,K/98 (Item 2 from file: 993)**

DIALOG(R)File 993:NewsRoom 2002

(c) 2004 The Dialog Corporation. All rts. reserv.

0394010843 15QN0ALU

**10-K: COMPAQ COMPUTER CORP**

EDGAR Online

Wednesday, January 30, 2002

JOURNAL CODE: ABXF LANGUAGE: ENGLISH RECORD TYPE: Fulltext

DOCUMENT TYPE: Newswire

WORD COUNT: 11,897

...unchanged as a percentage of revenue. Gross margin in 2000 included charges related to a **customer benefit** program that Compaq put in place to mitigate the impact of its decision to cease...

...compared with 1999, despite relatively unchanged revenue and the impact to gross margin of the **customer benefit** program, due to a reduction in operating expense of 12 percent that was driven by...

**2/3,K/99 (Item 1 from file: 994)**

DIALOG(R)File 994:NewsRoom 2001

(c) 2004 The Dialog Corporation. All rts. reserv.

0237058626 15EU1T81

**The role of interchange fees in credit card associations: competitive analysis and regulatory issues.**

Gans, Joshua S.



King, Stephen P.  
Australian Business Law Review, v29, n2, p94  
Sunday, April 1, 2001  
JOURNAL CODE: AULM LANGUAGE: English RECORD TYPE: Fulltext  
DOCUMENT TYPE: Trade Journal ISSN: 0310-1053  
WORD COUNT: 19,481

TEXT:

...11) suppose th at there were no costs incurred by the acquirer and that the **customer benefit** was insufficient to cover the issuer's costs. In this case, the transaction would not...to the issuer through the interchange fee to make up for any shortfall between the **customer benefit** and iss uer costs. The appendix demonstrates that an appropriately chosen int erchange fee would...

...a credit card. As noted earlier many credit card associations explicitly prevent this type of **pricing** . However, suppose that it was possible for the custom er and merchant to vary the...

...c ash payments. As a shorthand we can denote those benefits by [b.sub.C] ( **customer benefit** ) and [b.sub.M] (merchant benefit) per transaction respectively. Issuers and acquirers, however, potentially incur...

...if two things occurred. First, that the issuer cost, [c.sub.I], must exceed the **customer benefit** , be. Second, the acquirer 's cost, [c.sub.A], must be less than the merchant...

2/3,K/100 (Item 1 from file: 995)  
DIALOG(R)File 995:NewsRoom 2000  
(c) 2004 The Dialog Corporation. All rts. reserv.

0181028891 159A0W6U  
**Assoc British Foods AGM Statement**  
Regulatory News Service (RNS)  
Friday, December 15, 2000  
JOURNAL CODE: APFW LANGUAGE: ENGLISH RECORD TYPE: Fulltext  
DOCUMENT TYPE: Newswire  
WORD COUNT: 3,288

...area where we introduce a new product it will have an improved functional capability and **customer benefit** . Adding value not only for our own companies, but also our own customers. I have...

2/3,K/101 (Item 2 from file: 995)  
DIALOG(R)File 995:NewsRoom 2000  
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0158522468 157X0PY3  
**Creating and Controlling Persona Internet Service Providers (ISPs) should enhance their customers' experience on their Web sites to cultivate loyalty; in the business-to-business market, the creation of a directory will benefit users and vendors**  
Remillard, Jason  
Boardwatch Magazine, vXIV, n11, p42-44  
Wednesday, November 1, 2000  
JOURNAL CODE: AGRD LANGUAGE: ENGLISH RECORD TYPE: Abstract  
DOCUMENT TYPE: Trade Journal ISSN: 1054-2760  
WORD COUNT: 1,943

...bot to collect competitive pricing and support options. For service providers, the impetus to provide customer benefit -- or the perception of customer benefit -- is frequently clouded by the pace of business itself, with complicated business models and diverging...

2/3,K/102 (Item 3 from file: 995)

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0132026393 15680TSS

Knowledge Support Interim Results  
Regulatory News Service (RNS)

Monday, September 11, 2000  
JOURNAL CODE: APFW LANGUAGE: ENGLISH RECORD TYPE: Fulltext  
DOCUMENT TYPE: Newswire  
WORD COUNT: 2,508

...and are well placed to exploit the significant global market opportunities for KSS's intelligent pricing decision support products. We face the next half year with confidence". For further information please...

2/3,K/103 (Item 4 from file: 995)

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0127015887 155Y0HJG

Banks Must Manage Small-Business Deposits to Foster Long-Term Growth Banks can learn from the experience of Fleet Bank, which adapted its marketing programs to target small businesses and analyzed the profitability of these deposit accounts to boost profits immediately

Connolly, Brian J

Commercial Lending Review, v15, n4, p8-14

Friday, September 1, 2000

JOURNAL CODE: AHCN LANGUAGE: ENGLISH RECORD TYPE: Fulltext  
DOCUMENT TYPE: Trade Journal ISSN: 0886-8204

WORD COUNT: 3,690

...design for the small-business market, resulting in relationship offerings that integrate channel choices with pricing options. The most successful product offerings will be determined by the trade-offs the target...make transactions at the branch.

when executed properly, channel pricing represents a new lever for customer profit growth. The objective is to balance the cost of any given delivery channel with appropriate...  
...expense of providing them. Too often, fear of losing a customer to the competition influences pricing to the point of never realizing a profit--in other words, if you consistently underprice...